Board of Trade Journal

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Advertisement

INDUSTRIALIZED BUILDINGS — A NEW INDUSTRY?

by V. E. PRESCOTT

British firm led way to modern techniques in 1950 — and before.

ADVANCE PUBLICITY for the 1963 Building Exhibition, with its theme of Industrialized Building emphasizes 'This new method of construction, employing prefabrication and factory production of components for all types of buildings.'

One hand-out goes on to say 'This method of building creates a demand for new kinds of materials, new applications and new construction techniques, replacing many traditional methods.'

The newness of industrialized building has been plugged in every piece of publicity for the Exhibition which we have so far seen – and that is quite a lot. So much so that we find ourselves more than a little bemused when we consider whether this is a fair claim for prefabrication and pre-engineering techniques.

Admittedly, the idea 'new' is a purely relative one, and certainly no-one would dispute that the traditional building industry is very traditional indeed: it must go back all of 5,000 years. Against this background one might perhaps refer to a development which occurred say 50 years ago as 'new.' But somehow we do not feel that this is what the organizers of the 1963 Building Exhibition mean to convey.

On the other hand, as every advertising man knows, the word 'new' is semantically a very good word to introduce into advertising copy – that is to say, it has the power to compel attention and to arouse curiosity.

Perhaps this has something to do with it.

In fairness to those who have exploited the word on this occasion, and this applies particularly to the building trade papers, one must admit that a surprising number of people at all levels in industry – and even in the building trade itself – know little of the techniques of prefabrication, possess inhibited opinions of the versatility of these techniques, and are unaware of the tremendous role which they are going to play in building during the next ten years.

So perhaps after all the motive for using this three letter word is a proper one, even if the literal interpretation is not.

To place the thing in its proper perspective, however, it should be clearly stated that this industry – the industrialized building industry – could properly have been described as new only in the years immediately following the last war.

Forms of prefabrication, especially for houses and small buildings, existed in the years between the two wars; but the origin of the development of larger structures – especially factory buildings – can be traced to damage inflicted on British industry by enemy attack between 1939 and 1945. War-time concentration of industry, and general deterioration of plant and structures over a period of six years, also played its part.

At the end of hostilities there was a period of laborious redistribution of production capacity and labour resources, associated with acute shortages of raw materials and plant. There arose a desperate need for new buildings – buildings which the traditional industry, itself in a run-down state and facing shortages in all its requirements, was unable to supply. Government Ministries played an important part at this time in encouraging the development of larger prefabricated structures for industrial use.

PIONEER NAME

One of the earliest names to appear in this field was that of Coseley – Coseley Buildings Limited, the Midlands company known today as one of the world's leading producers of pre-engineered buildings of all kinds.

Now in its 15th year of production this company manufactures a larger range of designs than is produced anywhere else in Europe.

Fifteen years of intensive development have produced Coseley designs for virtually every application for single storey buildings – from factories and warehouses to schools and hospitals, from plant depots and workshops to lightweight housing for the tropics (hurricane-proof nonetheless).

Latticed steel and steel joist portal frame structures in clear spans up to 120 ft. enable vast areas of production space to be enclosed under a single roof; sawtooth roof and crane-bay structures meet specialized requirements in industry; and three Coseley designs for schools and housing have been developed especially for overseas countries.

Over the years nearly 50 million sq. ft. of Coseley steel framed buildings have been fabricated. Nearly 70 per cent of this production has been exported to more than 130 overseas countries, making a more than worthwhile contribution to Britain's post-war export drive.

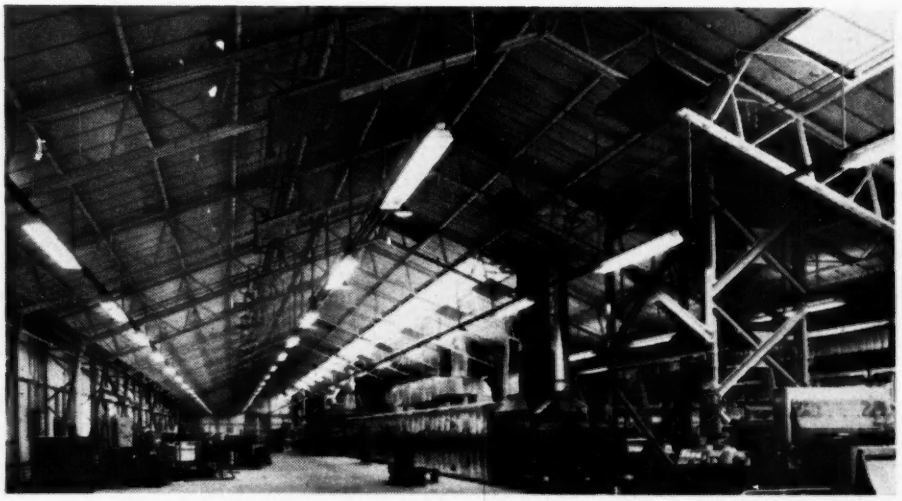
THE ADVANTAGES

At a time of accelerated economic development throughout the world, time is a vital consideration in industrial development. Labour costs are high, and building methods which reduce the site labour content of a job represent cash savings.

The great advantages of industrialized building lie in the speed of manufacture of jig welded components under factory conditions, 'dry' – and therefore rapid – assembly on site, and the manner in which even very large buildings can be broken down into compact loads for road, rail or surface vessel transport to any destination.

A common misunderstanding relates to the use of the phrase 'standard buildings.' In fact, prefabricated industrial buildings are made from a very large range of standard components, giving many thousands of possible variations in the layout and appearance of any single type of structure.

Looking to the future, these methods are assured of a major role in building the new Britain. Coseley design and development teams are experimenting with new materials and new design techniques – and here the word 'new' is certainly justified.



The James Booth 'Amazon project,' the recent opening of which attracted considerable attention in the trade and technical Press. Two 60 ft. span Coseley latticed steel framed structures provided the 'L' shaped paint line building seen here. Note the clean effect resulting from the use of interior lining materials, also supplied by Coseley.

The extent of the present Coseley range can be seen on the theme Stand at the Building Exhibition, where an attractive range of Coseley literature is also available (comprehensive selection of this literature can be obtained on application to Coseley Buildings Limited, Lanesfield, Wolverhamption).

Additions to the range will shortly be announced, and in this respect Coseley is keeping abreast with present-day needs, and preparing for the needs of tomorrow.

Board of Trade Journal

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British Trade with the Eastern Caribbean 1067
The broad strategy of modernizing Britain 1073
Prime Minister on higher production 1075
Industry's role in technical education stressed by Mr. Maudling 1075
Mr. du Cann visits Bradford 1076
Increasing trade in 'fashion' garments 1076
White Papers on Scotland and North East 1076
White Paper on UK public investment 1076
Europe – 'The Open Door' for British exports 1077
Exchange control for exports to be simplified 1078
Anglo-French Economic Committee 1078
Extension of personal export scheme 1078
NPY three-day conference to be held at Eastbourne . . 1078
Productivity Week in Manchester 1078
Gold and currency reserves in October 1078
The economy – selected indicators. 1079
Value of net assets of overseas direct investments . . . 1080
United Kingdom direct investment overseas 1959 to 1962 . 1082
Wholesale Price Indices 1087
United Kingdom trade by air continues to increase . . . 1090
Turnover in the catering trades in September 1092
Output in the wool textile industry 1093
Production in the cotton industry 1093
Orders in the textile and clothing industries 1093
Sales by wholesale textile houses in September . . . 1094
Business Monitor: Production Series 1094
Rubber stockpile disposals 1094
New and Revised British Standards 1095
EFTA Bulletin for November 1095
New Industry for Cleveland, Yorks. 1095
Scandinavian Trade Dinner 1095
Registration of British and foreign films 1095
Government surplus sales by auction 1097
New books 1098

Exhibitions and Fairs

Cologne SPOGA fair – 'a rich international display'. Toy display reflects modern living 1100
Munich transport and communications show. Forthcoming exhibitions in Eastern 'bloc' countries. Spring and summer fashion in London. Changes in Trade Fairs and Exhibitions announcements 1102

Overseas Trade and Exports

Trade and Financial Arrangements

United States-Paraguay trade agreement. United Arab Republic (Egypt) and Morocco. Morocco and Mali. Algerian National Office for Industrial Property 1103
Information for United Kingdom exporters 1104
Exports tours of U.K. businessmen 1109

Tariff, Customs and Import Regulations in overseas countries (countries in alphabetical order)

Australia: Details of tariff changes 1113
Australia: Tariff board inquiries 1116
Australia: Revision of customs by-laws; Decisions on tariff classifications; Parts Orders 1117
Brazil: Exchange Control Regulations. Fiscal dollar rate . 1112
Cameroon, Federal Republic of: Import and export duties . 1119
Canada: Customs tariff amendments and extensions . . 1111
Canada: 'Made in Canada' ruling 1112
France: Modification to customs tariff. Liberalization of imports 1120
France: Imports of goods free of quantitative restrictions. Quotas for imports of goods duty free 1122
Indonesia: Commercial inquiries from UK firms . . . 1117
Irish Republic: Customs entry forms. Importation of meat and meat products 1122
Jamaica: Import licensing arrangements 1112
Malaysia (Federation of Malaya): Pioneer Industries Ordinance 1958 1118
Mexico: Import control lifted on some hides 1112
Morocco: Customs tariff modifications 1119
New Zealand: Customs tariff and import licensing inquiry . 1112
Rhodesia and Nyasaland, Federation of: Drawback of customs duties after dissolution. Application for increased duty . . 1120
Sarawak: Pioneer Industries Ordinance 1118
Bahrein telex service 1122
Index to statistics published regularly in the *Board of Trade Journal* 1124

Front cover photograph

Trinmar marine drilling and production platform in the Gulf of Paria, Trinidad. Trinmar is a company jointly owned by British Petroleum, Shell and Texaco.

Photo: Texaco Trinidad Inc.

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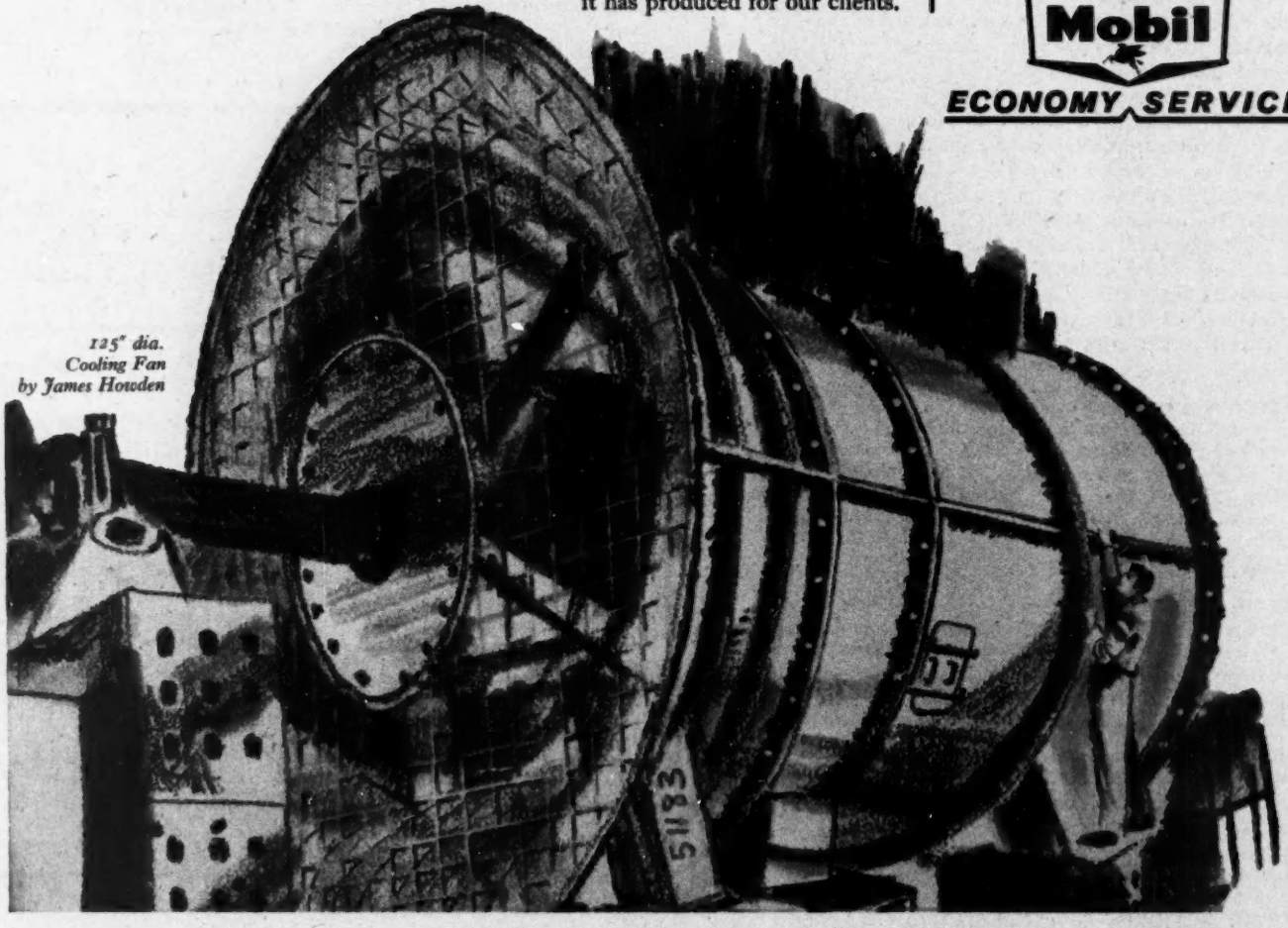

125" dia. Cooling Fan by James Howden

British trade with the Eastern Caribbean

PREPARED BY GORDON BOOTH,
PRINCIPAL TRADE COMMISSIONER FOR
THE EASTERN CARIBBEAN

This article deals with trade in Trinidad and Tobago, Barbados, The Leeward Islands, (Antigua, St. Christopher, Nevis & Anguilla, Montserrat), The Windward Islands (Grenada, St. Vincent, St. Lucia, Dominica), and The British Virgin Islands. In a sister article next week the British Trade Commissioner in Jamaica will deal with trade in Jamaica, Bermuda and the Bahamas.

THE ISLANDS OF THE AREA, described generally as the British Eastern Caribbean, form a chain stretching 700 miles, from Trinidad and Tobago adjoining the South American Continent at Venezuela to the British Virgin Islands adjoining Puerto Rico. Trinidad and Tobago is an independent country within the Commonwealth; the remaining territories are Colonies. Grenada is contemplating associating itself in political union with Trinidad and Tobago, while Barbados, the Leeward Islands and the Windward Islands (except Grenada) are contemplating the formation of a Federation. The British Virgin Islands are still at an early stage of constitutional development.

The markets which the individual territories offer to the British exporter are described below, but certain features which they have in common can be set down here:

- they all are English-speaking;
- they all have a long tradition of association with the United Kingdom;
- they all are part of the Commonwealth Preference area;
- they all (excepting the British Virgin Islands) sell a substantial part of their exports to the United Kingdom and so have an interest in reciprocal trade;
- they all (again excepting the British Virgin Islands) buy more of their imports from the United Kingdom than from any other country.

TRINIDAD AND TOBAGO

During the 1950s the economy expanded rapidly, thanks largely to the continuous growth in the oil refining industry. With the great increase in crude oil imports and the general increase in wealth spreading through the economy, imports rose from £35 million in 1950 to £105 million in 1960. But, this rapid advance in the economy has slowed down since then. Production of crude oil from land areas in Trinidad is on the decline and the important marine deposits which were discovered in the Gulf of Paria and exploited in recent years are now not repeating their earlier promise. The throughput of the two refineries (fed more now by imported crude than by indigenous crude) is now of the order of 320,000 barrels per day and it is probable that a plateau has now been reached in refining capacity, at any rate for a time. The Government of Trinidad and Tobago, recognizing that the crude oil resources of the country have a limited life, and wishing in any event to reduce the over-dependency of the economy on the oil industry, is seeking to diversify by greater emphasis on agriculture and manufacturing industry.

Agriculture, although not the most important activity when measured in terms of value of output, is the largest employer of labour.

Bananas for the British market being loaded aboard a Geest Line ship at Castries, St. Lucia.

Sugar is the major crop and cocoa, citrus and coffee are also grown in some quantity. Under the Government plans for agriculture, productivity is to be raised in the export crop industries, and a small farm system is to be encouraged, in order to produce increasing quantities of dairy products, livestock and vegetables.

Manufacturing industry

There has already been a sizeable growth in the manufacturing industry sector in Trinidad and Tobago, a process encouraged in recent years by Pioneer Legislation, and later by the establishment of an Industrial Development Corporation. Most of the new factories started had as their object production for the local domestic market in replacement of imports; a few factories were established, in the days when Trinidad was the centre of the West Indies Federation, to serve the wider federal area in which a Customs Union was to have been formed; and a few plants again have been established to utilize Trinidad's natural resources, and to export to much wider markets, the prime examples of this being the Federation Chemicals fertilizer and ammonia plants, and the Texaco lubricating oil plant. The Government have published a list of the industries which they feel might appropriately be established in the country, among them the following:

Hand tools,
Steel smelting and re-rolling,
Fungicides, insecticides, disinfectants,
Sanitaryware,
Motor vehicle tyres,
Plastic goods,
Air conditioners,
Office appliances,
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Detergents,
Paper and wallboard from bagasse,
Tiles,
Shoes,
Domestic refrigerators,
Electric motors,
Radio and radiograms,
Sewing machines.

Public sector development

The Government's plans for the next five years, published in a draft Second Five Year Development Plan 1964/68, provide for the spending of some £63 million, to continue the basic development already started in the first Plan. £10 million is earmarked for road and bridge building, harbour and port works, flood control and drainage; nearly £4¼ million on telephone and £13½ million on electricity expansion; £4¼ million on education; £3 million on sewerage works; £3 million on water works; over £6 million on housing and another £4 million on miscellaneous items such as public buildings and special works.

Britain's trade with Trinidad and Tobago

Britain still remains the biggest single supplier of Trinidad and Tobago's needs and in 1962 supplied £28 million of her total imports of £126 million. When one omits from the account the very large

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part which crude oil plays in the import figures (over £56 million) Britain supplies some 40 per cent of the country's imports. But Britain's dominant position as a supplier has been under heavy attack in recent times by competition from other countries; this situation is discussed later in this article.

BARBADOS

The island colony of Barbados, about the size of the Isle of Wight, has a population of 250,000. The Barbadian takes pride in the fact that his country has been continuously under the British Crown since the first settlers arrived in 1627. Imports in 1962 were valued at £18 million of which £6 million came from Britain.

The economy of the island depends heavily on sugar but there is a growing tourist industry and a newly emerging manufacturing industry. A high proportion of the island is good arable land and much of it is under sugar cane, with little left over for subsistence farming. Tourism is being very actively promoted; there are now thirty-seven hotels in Barbados and the number of visitors has increased from 14,500 in 1954 to 44,258 in 1962. Plans for a Hilton Hotel in Bridgetown are well advanced and a start has been made on

A 23-ton consignment of power and control cables and accessories was rushed to London Airport recently from BICC factories at Erith, Leigh and Prescot and left London for Port-of-Spain in a Canadair long range freighter of Seabord World Airlines. The cables were urgently required by the Trinidad and Tobago Electricity Commission to alleviate a load-shedding crisis following a serious fire at its main generating plant at Penal. The aircraft, chartered by Thomas Meadows & Co. Ltd., arrived in Trinidad only six days after BICC received the order from their agents, Caribbean Engineering Co. Ltd.

the Carricana Beach Club which will eventually comprise some four hundred holiday homes with an adjoining shopping centre, a main hotel and a country club.

Commerce

Barbados has long had an important entrepot trade especially with the neighbouring Windward and Leeward islands. Many commission agents have their headquarters in Barbados and travel regularly throughout the islands, meeting orders for supplies either from stocks in Barbados or by direct shipment from overseas.

Manufacturing industry

There are now over seventy manufacturing establishments in Barbados; these are in the main very small enterprises. The Barbados Development Board is actively canvassing new industrial investment and last year received 128 inquiries, principally from Canadian and American firms. Two industrial estates are being developed, one on a fine site adjacent to the new deepwater harbour.

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FOR TRINIDAD & TOBAGO

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CALYPSO (Weekly) Lauched in April sales over 14,000

FOR BRITISH GUIANA
GUIANA GRAPHIC (ABC sales 19,352)
SUNDAY GRAPHIC (ABC sales 32,619)

FOR ST. LUCIA
THE VOICE (ABC sales 3,195)
Twice weekly from Dec. 4th 1963

FOR ANTIGUA
THE STAR (ABC sales 2,867)

The Government offers Pioneer incentives to prospective industrialists.

Government development projects

Government development expenditure is of the order of £3 million in the current financial year, the emphasis being on industrial development, agriculture and health services. An abattoir and cold store are now completed and the General Hospital is almost finished. Work continues on the canalization of the Constitution river. A start has been made on the East Coast Road. Agreement has been reached to establish a dairy project and provision has been made for a Development Finance Corporation.

Prospects for the future

The 1962-63 sugar crop was a near record and the high prices received will result in more money circulating generally; the prospects for this year's crop look equally promising. The tourist industry also has excellent prospects for continued expansion. The manufacturing sector of the economy is also being expanded with enthusiasm and vigour though of course the internal domestic market is small. Barbados depends heavily on one export crop, but nevertheless the general economic prospects seem set fair. If the proposed new Federation of the Seven emerges, along with a Customs Union, and with Barbados as the Federal Centre, then the industry and commerce of the island should benefit.

Britain's trade with Barbados

As in all the other Eastern Caribbean territories, competition is becoming intense from several sources and particularly from the United States. Britain's share of imports into Barbados fell from the 1954-1960 average of 39 per cent to 33 per cent last year; by contrast, the United States increased its share from 6.6 per cent in 1954 to 15.9 per cent in 1961 and 14.4 per cent in 1962.

THE WINDWARD ISLANDS, LEEWARD ISLANDS AND BRITISH VIRGIN ISLANDS

	Population	Main Economic Activity	Total Imports	% of Imports from U.K.
			£ million	%
Grenada	89,000	Spices, cocoa, tourism	3·0	32
St. Vincent	82,000	Arrowroot, bananas	2·6	31
St. Lucia	95,000	Bananas	2·8	35
Dominica	60,000	Bananas, limes	2·2	35
Antigua	54,000	Sugar, cotton, tourism.	4·5	30
St. Kitts, Nevis, Anguilla.	57,000	Sugar, cotton	2·5	33
Montserrat	12,000	Cotton, tomatoes, tourism.	0·5	38
British Virgin Islands	7,000	Tourism	0·3	13

As the table shows, the small islands of the Eastern Caribbean are essentially agricultural producers; they produce a variety of crops of which sugar and bananas are the largest export earners. Their fortunes fluctuate with commodity prices (and they are always at the mercy of Caribbean hurricanes), but on the whole in recent years the islands have shown a general economic progress. The Windward Islands especially – stimulated by the Van Geest interests, and with a protected market in Britain – have materially increased their earnings from bananas. All the islands would like to broaden the base of their economies but this is not easy. The internal market they offer is tiny and the prospects of setting up manufacturing industry on any scale are, despite the offering of the usual pioneer incentives, negligible. (A notable exception to this generalization is Antigua which is about to see the erection of a 10,000 b.p.d. oil refinery.)

All the islands are under-developed and relatively poor and depend to a considerable extent on British Government financial assistance towards basic development, e.g. in the form of contributions to housing, education, health, water etc.; some of the islands also receive annual budgetary assistance. The Canadian and United States Governments have also provided aid. There remains much to be done in improving basic services, but how much is achieved and what opportunities this creates for the British exporter depend largely on the amount of aid provided by Britain and other countries.

The islands all have a great natural beauty, all offer the attraction of a tropical climate, and some are also blessed with exquisite beaches. The tourist industry is already highly developed in Antigua, and is growing in most of the other islands. If longer airport runways and more accessible airports could be provided, then tourism could become a major economic activity.

The small islands, with their export-import economies, provide small but useful markets for the British manufacturer. Their trade, and the prospects for British exports, are discussed below.

TRADE PATTERNS AND PROSPECTS

The total imports of the territories described above amount to £163 million, of which some £40 million a year comes from the United Kingdom. This is a surprisingly high figure for an area with a population of less than 2 million and is clearly a valuable market for the British exporter. It is not a market which is growing dynamically, but can be expected nevertheless to show a steady annual advance. It is also a market whose credit rating is generally good. There has been in the past two years, when growth slowed down and business flattened out, a tendency for buyers to seek longer credit from their suppliers, but there are few defaults in payment.

But competition has become intense. The exports of many countries now appear on Eastern Caribbean shelves; Canada, Holland and Western Germany compete with Britain on industrial products; Japan and Hong Kong have made an impact with cheaper lines; Trinidad's own growing manufacturing industries compete with Britain for the island markets. But by far the most important threat to Britain's sales is the growth of United States competition. This American competition, whilst increasing in every island, is most marked in Trinidad. This is for a variety of reasons, among them purchases by United States subsidiary companies, United States tied-aid, loans by the United States Export-Import Bank. But strictly commercial considerations play an important part. Proximity to the United States means that American businessmen and tourists come to the Caribbean in large numbers; certain classes of American goods have a sales appeal for the Caribbean consumer and are combined with attractive packaging and good selling techniques; in some instances (e.g. some textiles) the American product has a price advantage; and in many cases where British prices are better, the American firm can offer better delivery.

It will be seen therefore that the task facing the British exporter is how to defend his existing high level of trade against strong new competition, and in so doing to enjoy the expected steady, if gradual, increase as the total imports of the market expand.

What more can the British exporter do?

One can say straight away that there are many British manufacturers doing an absolutely first-class job of exporting to the Eastern Caribbean. But the hard fact is that despite our long association with, and intimate knowledge of, the market, despite the advantage which the British Preferential tariff conveys, despite the better shipping services to the Caribbean from Britain than from other countries, Britain's share of the market is declining while the United States' share is increasing. The following points are offered in the hope that they will be helpful to the British exporter who wishes to hold, and increase, his business with the Eastern Caribbean:

1. *Principal-Agent relationships*

The key feature of the Eastern Caribbean markets is the importance of the Agent. This is essentially an agency market and, in the ten territories, some 600 Agents act on behalf of thousands of Principals – among them an estimated 5,000 British Principals. Having the longest standing trade connections with the Caribbean, British firms enjoy the advantage of being represented by many of the best Agents in the territories. But the good Agents in the Caribbean are today being bombarded with offers from manufacturers in many countries. These competitors for Britain's trade are assiduous in cultivating the Agent to try to persuade him to switch his allegiance. It will be obvious that if the British product is for any reason lagging behind in competitiveness, or if there is a lack of harmony and co-operation between the Principal and Agent, then the Agent may well switch to a competing product. Another factor affecting the bigger and longer standing Agency firms is the continual emergence of new Agents who, although not experienced in the business, can nevertheless obtain franchises from the many countries seeking to break into the market. This continual emergence of newcomers, allied with the fact that many wholesalers and retailers seek and obtain sole agencies, has meant

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that the market has become highly fragmented, and at the same time intensely competitive.

My office, which is in frequent and regular touch with all the Agents in the area, is continually coming across examples where the Agent has not been in touch with his Principal for a year or more. I would ask British firms who read this article to get out the file on each of their Caribbean Agents and to see what can be done to help and to stimulate their Agents to increase sales.

2. *The export merchant and confirming house*

The buyer in the Caribbean has long been used to dealing with British Export Merchants and Confirming Houses, and there are several such firms in Britain who specialize in West India trade and who provide a very valuable service to the British exporter. For any British firm wanting to export to the Caribbean, and especially for the small and medium size firm which may not have its own export organization, I strongly recommend that contact be made with one of the United Kingdom merchant/confirming houses. (A list of these will be supplied on request by the Export Services Branch of the Board of Trade.)

3. *Sales literature*

The standard of sales literature supplied by the best British exporters is as good as any in the world. But many firms still supply unattractive and unimaginative sales literature. This shows up particularly badly in a market where United States firms – who tend to spend more money on advertising techniques – are the main challenge to the British manufacturer. Buyers of capital equipment still say that British catalogues do not provide sufficient technical data.

4. *The importance of finance and credit in capital goods transactions.*

The countries of the Eastern Caribbean all seek to develop; there is much to be done and rarely enough money to do it. Governments have urgent needs for finance for basic development projects, e.g. roads, schools, hospitals, water, power, etc. Private entrepreneurs are continually examining new manufacturing possibilities and usually have to seek finance outside their own resources. Thus the decision on whose equipment to buy or to whom a contract is let is no longer determined solely or even mainly on the merits of who is best and cheapest, but more and more on the question of who will assist with finance and/or who will supply credit.

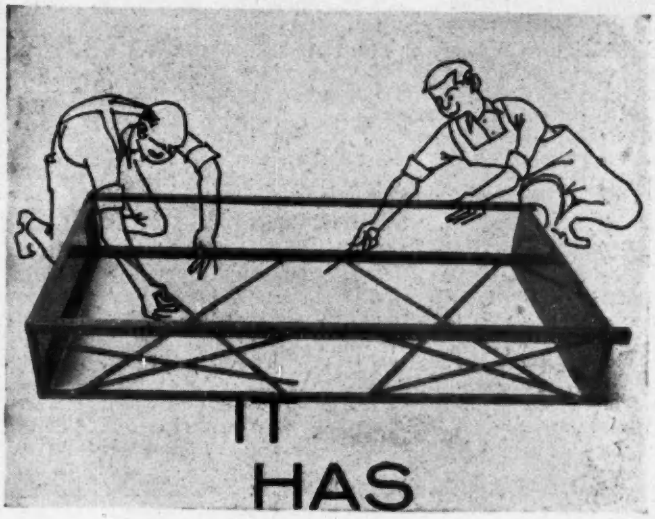
5. *The growth of local manufacturing*

Many industries have already been established in Trinidad, and it is the Government's objective to see many more established. Barbados also has an emerging manufacturing sector. The policy of the Eastern Caribbean Governments is to promote a climate in which investment will be attracted and flourish, to offer incentives in the form of income tax holidays, accelerated depreciation allowances, etc. and to give reasonable protection to the infant industry through customs tariffs. It will be obvious that a quick way for a foreign manufacturer to seize a large share of a market now supplied by British exporters is by setting up a plant in the territory. It behoves the British manufacturer therefore to keep abreast of possible manufacturing developments.

6. *The crucial importance of overseas visits*

More and more Britsh businessmen are now visiting the Caribbean, yet the need is for still more of the 5,000 firms who now trade here to send out their representatives, whether directors, export managers or technical staffs. There is no substitute for seeing the market for oneself, and business accrues from personal contacts. It is obviously an expense to visit these 10 separate territories, but a visit can conveniently be planned alongside visits to Canada, the United States or South America.

May I conclude by saying that I and my staff (Mr. J. H. Walsh, Trade Commissioner; Mr. T. K. Blackman, Mr. A. S. Payne, and Mr. J. P. T. Boyne, Assistant Trade Commissioners) are out and about among the industry and commerce of these 10 territories; we are regularly in touch with the Agents by personal contact and correspondence; we publish a magazine *British Trade Topics*, which goes each month to 1,600 potential buyers, and in numerous other ways promote Britain's trade. We are here to assist the British exporter in every possible way.



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The broad strategy of modernizing Britain

—Mr. Edward Heath

'My task is concerned with three main strands of Government policy – the expansion of overseas trade, the modernization of Britain and the stimulation of regional development. The firms which you control play a key part in all three,' Mr. Edward Heath told the Institute of Directors' conference in London on November 6.

Mr. Heath, who was making his first major speech since he was appointed Secretary of State for Industry, Trade and Regional Development two weeks earlier, paid tribute to the former Prime Minister and said that the new Prime Minister had already clearly demonstrated the importance he attached to the position and status of industry and trade by the creation of this office of Secretary of State. To it he had added the new and vital responsibility of regional development.

'Industry, trade, regional development – together these three aspects of the economy provide the fundamental basis of our national existence; each vital in itself, all three are closely interconnected; none can thrive without the others, all three are interdependent,' Mr. Heath said.

He told the conference that he wanted to talk particularly about the part industry could play in modernizing Britain, not so much about the detail, but about the broad strategy.

'How do you, in industry, and we, in the Government, now see British industry developing?' he asked. 'It will be an expanding economy. It must be if we are to survive. For us there is no easy half-way house of comfortable stability. We must go forward or we shall fall back.

Encourage greater use of automation

'We must expect to see and encourage the greater use of automation. This word is not always used with precision. In one way automation, in the sense of the automatic production line, has been with us for a long time. In some industries and in some firms these methods have reached a very high degree of refinement. Newer to us is the development of automatic process control, on which most discussion now centres. Newer still perhaps is the growing use of computers in the planning functions of management.'

Automation in all these senses would certainly go much further, faster, and wider, the Secretary of State said. It was to be encouraged. The Institute was playing a valuable part in helping this forward.

The conference on automation the Institute was holding on December 12 deserved a very large audience. Had his department a constructive part to play in this? He was having this point urgently examined.

'Automation will not be the whole picture," he continued. 'I do not think we need yet look forward to the day when, in this hall, the computer which is President of the Board of Trade addresses a battery of computers which are members of the Institute of Directors.

'The vast output of standardized goods from automated production lines is not going to be the whole of our future. Many industries will continue to be large employers of labour, operating on more familiar lines.

'As the standard of living rises the market in consumer goods, here and abroad, will become increasingly sophisticated. The consumer will look for refinements of style, quality, design and ingenuity. Excellence in these fields will continue to be as vital as the development of automation will be in others.

'We must move forward on both lines at once. Both fields of development will mean changes and adjustments. Growth means both expansion and contraction. We must expand our profitable activities and contract those which are no longer economic.

'We must teach ourselves to regard these changes as the normal state of affairs,' Mr Heath said. We must be ready not merely to accept change when it came, or even to foresee it. We must initiate it, lead it, and profit by it if we were to remain competitive.

He found there were still some who asked why we must have this drive towards efficiency, why we must go to such lengths to be competitive. This was something in which we had no choice. In our position competition was not something which we could have or not, as we chose. We had to export 15 per cent of our output to live. For us competition was unavoidable. We had to accept it and turn it to our advantage.

'Countries with big internal markets – the United States – the Six – and to a lesser extent the USSR are all subject to strong internal pressures towards growth and efficiency. They provide a formidable and increasing challenge to us in all third markets of the world, including the Commonwealth. We must be able to sell against them. Our standard of living depends on it.

'I do not mean simply that if we are not competitive our standard of living will not rise as fast as theirs. It is much more than that. If we are uncompetitive our standard of living will fall, and if we remain uncompetitive for long it will fall fast. You, and we, together must try to see that this is generally recognised by all who work in industry.'

The speed of change was accelerating all the time and we must adapt ourselves to it – at least as fast as other people, the Secretary of State said. All change generated friction. We could not prevent it. We could only try to foresee it, so as to adjust to it in advance. As change very often could not be foreseen, we must remain flexible enough to meet it with resilience and without shock.

What sort of changes must we expect? Automation itself brought changes both for management and for employees. There were the problems of declining industries, of regions with special difficulties, of the disappearance of employment for the unskilled worker. On the Government's side they must help those who were affected to adapt themeslves for their own benefit as well as that of the country as a whole.

'We need not be frightened by these problems,' Mr. Heath continued. 'It is sometimes suggested that automation means that in the long term the need for unskilled workers will largely disappear. If this is so it need not depress us or them. It is our object, by training and education to see that unskilled workers will largely disappear also.

'The increased numbers who stay on at school and go on to higher education will be working as students instead of in unskilled or semi-skilled jobs. The need for more services and more leisure activities will call for more employees in those fields. If our policies are successful, the country will not have less work, it will have different work.

'I believe the Government's attitude in this should be a constructive one,' Mr. Heath declared.

A helpful and positive department

'That is the objective I have set my department and myself. I want the Board of Trade to be recognized as a helpful and a positive department, forward looking, creative in thought, plain speaking and providing leadership in industrial matters on a national scale.

'This does not mean interference. I do not think we can or should plan your industries for you, nor yet seek to impose a pattern on you. A lively economy depends above all on enterprise, initiative, ability. These are qualities which belong to us as individuals.

'No Government Department, no super-Ministry, no academic planning staff, however able and expert its members, can give them full play. I do not believe that the springs of enterprise and initiative can be channelled through a central governing body. They are qualities which are diffused throughout industry and throughout the country.

'The Government must not try to impose its own pattern from above. If it does so it will weaken initiative and independence in

those industries where they are strong and destroy them completely where they are already failing.

'The Government should provide the freedom, the challenge and the reward which will release energy and enterprise. It should look for the reasons for weakness and strike at their root cause. This is a more difficult approach, but it makes for a healthier society. You in industry are affected in many of your activities by the actions of Government. In your turn you determine the conditions within which Government has to act.

"In the National Economic Development Council of which I am a member, we have the means for a fruitful co-operation. Government, management and labour meet there on equal terms. Its purpose is to build up a common determination to work for an agreed objective. We think this more flexible, free and dynamic than any fixed plan could be.'

The Government's four-fold contribution

The Secretary of State said that the Government's contribution was four-fold.

'*First* it is our task to influence the general economic climate. It must provide economic activity, but it must be competitive. We realise that in many modern industries size is an essential condition of technical advance. of research, of cost reduction. We are not against bigness as such.

Create favourable overseas trading conditions

'*Secondly*, it is the Government's task to create favourable conditions for your overseas trade. To this end we are now using five different means.

'Multilaterally we are working first through the Kennedy Round of the GATT and secondly through the United Nations Trade Conference. As two-thirds of our trade and four-fifths of the trade of all members of the Commonwealth is outside the Commonwealth, we all have a deep interest in making a success of these two conferences.

'Bilaterally we have the arrangements with the members of the Commonwealth. All too often, Commonwealth trade is taken for granted. But the common language, the goodwill, the preferences are not enough. The challenge now in these markets from the two great trading groups, the United States and the EEC is immense. Despite the difficulties we must make an all out effort to meet the requirements of these fellow members of the Commonwealth.

'Then there are the EFTA markets which still remain to be fully exploited. We have negotiated for the abolition of all industrial tariffs within EFTA by the end of 1966. The opportunities are there.

'Then there is the Common Market with which we are endeavouring to work closely in our mutual interests.

'In all this our task is to provide through negotiations the opportunities for our traders. It is more than that: it is to stand up for British interests in world trade, to fight strenuously for a fair deal for our traders overseas and to see that no one pursuing policies inimical to us escapes unscathed. That I am determined to do.

'This does not mean that I am at the beck and call of the protectionist lobbies here; far from it. To be able to fight successfully for overseas markets means accepting also an effective degree of competition from foreign goods in the home market. This is a fair balance. The Government's job is to make sure the balance is maintained. That we will do. You will always find us vigorous in action.

Look to the basic structure

'*Thirdly*, it is for the Government to look to the basic structure of the country. Education, transport and communications, power, all these are part of our job. Now is the time to make the effort.

'Some people might think that however much the Government will do to maintain a healthy economic climate and a strong groundwork, I have sketched out an uncomfortable and unstable future. I hope you will not think so.

'We have been making good progress. To get the basic structure of the country right we must get the balance across the whole country right. An economy where some areas are overcrowded and overstrained while others are slack or declining, is not using its resources efficiently.

'The pressure and congestion in one area, the unemployment in another, are both of them inefficient and wasteful. The policy of the Government is to ensure that by a more even distribution of industry all parts of the country share in and benefit from the growth of the economy.

'I believe that in a country as small as this, densely populated, and with an improving transport system, industry can be carried on efficiently and economically in the North as well as in the Midlands and South. This is where my responsibility for Regional Development comes in. The concept of looking at the structure of a region as a whole is a new one. This is a different matter from pushing a few firms, or even a lot of firms, into a development district, and hoping they will solve its problems.

'The regional approach will mean looking at the problems of a region, of all kinds, as a whole, so as to set it growing again. For we mean to stimulate natural growth and activity, not simply to prop these areas up on Government-supplied crutches. This is a job of partnership, partnership between Government and local authorities and voluntary bodies. We are now constructing the machinery for this. I am determined to see not only the creation of regional policies but also their effective implementation.

Stimulate and help industry

'*Fourthly* our task is to stimulate and help industry in its advancement. I will offer only two examples. The Government's spending on civil scientific research has trebled from 1956 to 1962. In 1962 and 1963 we introduced important improvements in tax allowances for capital investment, as well as free depreciation in development districts.'

What does Britain expect of industry? Mr. Heath said. The modernization of industry depended on industry.

Modernization of industry started in the minds of the managers. There were fine examples in British industry of what could be done. There were firms which were as lively, as advanced, as you would find anywhere in the world. But he thought no one would deny that there was too big a gap between the best and the general level of the rest.

Positive inefficiency was not the most serious menace. For one thing it was not likely to survive very long. The real threat was from mediocrity, from firms which were just not as good as they

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POINTS FROM OTHER SPEECHES AT THE INSTITUTE OF DIRECTORS

If we members of the Institute of Directors recognize that to lead is not a privilege but an honour and a trust, then we shall do much to secure in the industrial and social life of our country that love of the job, that pride in achievement, that sense of personal fulfilment, that faith in ourselves and our future, which will bring to the whole nation the abiding progress and prosperity which even today are still within our reach.

Sir Halford Reddish

Recording that he had twice been President of the Board of Trade, Lord Chandos appealed to the business world to try to understand a little more about the difficulties of government, and to pardon a little more readily the mistakes which must inevitably be made when Government had to deal with such a mass of complexities and with such masses of people.

Lord Chandos

If industry as well as the country are to benefit as they should from further investments in science, we need to turn our attention to four other related factors – scientific and technical sophistication at the policy-making level; the quality of management; the technical and scientific competence of supporting staff; and the dissemination of new scientific and technical information.

Sir Solly Zuckerman

Whether we are selling at home or abroad we had better recognize that old associations and personal good-will are no substitute for price, quality and service backed up by keen salesmanship and a thorough study of the market.

Lord Robens

Whatever kind of business an Englishman expects to do with Americans, he will do better if he bears in mind that he comes from a country that enjoys the ad hoc *committee and is now in a country that prefers the blueprint.*

Mr. Alistair Cooke

might be.

"Here, I sometimes think, it is often a certain amateurism in the attitude of some managements which is responsible,' Mr. Heath said. 'This is the attitude of firms who do not find it necessary to be familiar with the latest developments in their industry, or in their customers' demands. They do not know, or if they know, they do not think it necessary to apply, the latest techniques.

'The essential characteristic of efficient management is professionalism,' he continued. 'Members of this Institute are well aware of this.

'I do not necessarily mean professionalism in the sense of a formal training. I mean it in the sense in which, in any field of art or sport, the professional, in the range, completeness and polish of his technique, is always ahead of the amateur. I mean it in the sense of the critical approach to every sphere of activity, that ever questing search for better ways of doing things. I mean it in the sense of studying, absorbing and making the utmost use of the most modern techniques of man-management, costing, design, processing and control. Some industries, some firms, are doing it outstandingly well.'

If the pace of change had become swifter it was because there had been people in British industry who had been swift to change. It was not by inertia, by technical backwardness, by unwillingness to invest, by reluctance to take risks, that this had been achieved. Yet there was still inertia and backwardness to be found. That was why, he said, that the task was to bring the average nearer to the standard of the best.

Much the same was true of salesmanship as of production. Salesmanship was sometimes regarded as a slightly second-rate activity. Nothing could be wider of the mark.

British industry had often been held to be backward in salesmanship. Here again there were plenty of successes. The task was to raise the general level nearer to them.

Crash language courses for directors

Mr Heath said he was very impressed by the Institute's introduction of 'crash' language courses for directors. We ought to raise the status and prestige of the salesman in this country to the highest level. The good salesman was literally worth his weight in gold to the reserves.

Speaking with particular pleasure of the increase in our sales to the Common Market countries, Mr. Heath said that our exports to them had now risen to 20 per cent of our total exports and were still increasing.

'This is a great tribute to British industry. After the Brussels breakdown I said that it was most important that British industry should not withdraw into isolation. I urged that even greater efforts than before should be put into making progress in trade with Europe including the Common Market countries. I am pleased indeed to see that this has been done. Nearly 40 per cent of our trade is now with Western Europe. It is currently running at £1,500 million a year. This is a remarkable achievement.'

Emphasising that all that he had spoken of should be done now, the Secretary of State said: 'We have at present a splendid opportunity of the sort that does not often recur, if ever.

'We have an expanding market internally. Externally, compared with some of our overseas competitors, our costs are more favourable than they have been for a long time. This is an opportunity we must seize. It is an opportunity for salesmanship to expand our exports. It is an opportunity for investment and modernization, streamlining and reducing costs to ensure that we shall deserve to keep the markets we can win

'Let us look at our training arrangements. Let us look at the efficiency of our managements. Let us look at our equipment. If you have been thinking that possibly you may need to re-equip, to modernize over the next year or so, look at it again and do it sooner.

'I hope you will find it a stimulating prospect. I hope too that it will be a rewarding one in every sense.

'Some people, in the midst of change, may sometimes think longingly of the advantages of stability. If you are ready to change, you can achieve stability too. But it will be the stability of balance in motion. It will be the stability of the racing cyclist, not the ability of the tight-rope walker.

'Politicians are inured to change. I find my change to my new responsibilities a stimulating and challenging one.

'I know that in the task of modernizing British industry we can make our effort together. It is a major part of the modernization of Britain which is for the good of us all.'

Prime Minister on higher production

Sir Alec Douglas-Home, the Prime Minister, emphasized the need for an annual increase in overall national production when he spoke at the Lord Mayor's Banquet in London on November 11.

'The situation for Britain today is almost startlingly clear. It lies in what, in modern language, is called automation, and what that really means is simply this: We must make the maximum use of the machine and have the maximum efficiency in the use of management and labour.

'Up and down the country, this is being more and more understood. Rising prices against the consumer are Britain's deadliest enemy. If we must have growth, we must have it against inflation.

'It is so vital for the future of our country that our people should understand the economic facts and understand the very narrow difference between a moderate performance and one which can make our nation great.

'If we have an annual increase in overall national production of 3 per cent a year we knock along not too badly but with a good many frustrations. But if we have 4 per cent we can prosper and do all we have to do for our people.'

Sir Alec said that the difference between 3 and 4 per cent was an infinitesimal extra effort by every individual in the country. 'I hope those who command, control, and manage industry will tell the wage earners what each industry is doing and why. If that is done the results might astound us.'

Industry's role in technical education stressed by Mr. Maudling

"AMID THE NEW enthusiasm for automation, it would be quite possible for us to lose contact with economic reality', said Mr. Reginald Maudling, Chancellor of the Exchequer, speaking at the 21st Birthday Luncheon of the Gauge and Tool Makers' Association in London on November 5.

The Chancellor said that it was right to stress the enormous and growing benefits that could be obtained from the use of the most modern tools and the most modern methods, but that these benefits could only be obtained if they were used deliberately and with discernment. 'It is not enough simply to train a large number of scientists or to set up a number of new Ministries', he continued. 'To ensure the full economic results we must never lose sight of the commercial realities. Our limiting factors are capital and manpower. We must invest the capital we have, including the scientific capital, in the way best calculated to make the maximum use of our manpower. And in this calculation it is worth remembering that modern organization and methods, and attention to market requirements both now and in the future, may yield results as effective and sometimes even more rapid than those obtainable from modern tools and plant.

The Chancellor went on to say that the role of the Government in this process must be made clear. The decisions that matter were taken in the field of industrial investment, and the ultimate responsibility for making use of modern knowledge and modern methods must rest therefore with management. The Government's responsibility must be to provide encouragement and incentive and to expand the supply of skilled manpower and technical knowledge.

'Incentives can take the form, for example, of tax allowances on the one hand or of increasing competition on the other', he said. 'In both fields we have acted already, by the dramatic improvement in the capital allowances; by our pressure on monopolies; and by our constant search for reductions in trade barriers. The bigger and more stable the market we can create, the more will be the encouragement to businessmen to invest in exploitation of modern ideas.

'Our second responsibility is education and training, the promotion of scientific research and the spread of its discoveries. Already no item in our public expenditure is increasing faster than education. We are laying particular emphasis on technical education and higher education, including education for management responsibilities. We are expanding industrial training facilities. Expenditure by

the Government on civil scientific research has greatly increased and we are constantly seeking means of spreading knowledge.

'If the Government provides the facilities for educating and training our people; if the Government stimulates by tax reductions and direct expenditure the flow of scientific knowledge; if the Government encourages competition; then it rests with industry to take advantage of these opportunities. It is no good training scientists and technologists if industry will not use them. It is no good industry complaining that people are trained in the wrong skills if they do not play their full part in the national education and training programme. It is no good trying to train more apprentices if the trade unions will not allow them to be accepted in their new skills. It is no good having tax allowances if people do not take advantage of them. In the use of modern science, as in all our economic problems, there is now clearly a tripartite responsibility – Government, management and unions. This is clearly recognized in the structure of NEDC and it runs through all our economic thinking.'

Mr. du Cann visits Bradford

MR. EDWARD DU CANN, Minister of State, Board of Trade, visited Bradford on November 8 where he met representatives of the textile industry, and toured a woollen mill.

In the evening Mr. du Cann addressed the Association of Exporters of Raw Materials and Yarns at their annual dinner in Bradford.

Increasing trade in 'fashion' garments

Speaking at the British Fashion Export Group reception in Paris on November 12 Mr. Edward du Cann, Minister of State, Board of Trade said 'International trade in "fashion" garments is increasing. It is a very competitive world. The presence of the Group in Paris emphasizes that the British industry is in the forefront of fashion and produces some of the finest ready-to-wear garments of wide appeal to be found anywhere in the world, at highly competitive prices.

'It has been said that "good clothes open all doors". As a man, I know they can open hearts: as a husband, they often open cheque books, too. And so they should. Visitors to the salon can be assured that in what the Group has brought to Paris to offer them, they will be suited, or perhaps dressed is the more appropriate word, for the occasion whatever it may be. And yet this display represents only a small selection of what British industry can offer you!'

White Paper on UK public investment

A White Paper entitled 'Public Investment in Great Britain, October 1963' which covers both investment by the nationalized industries and public corporations, and investment expenditure by the Central Government and local government authorities, referred to as 'public service investment', was published on November 7. The White Paper is the fourth in the annual series, presented to Parliament by the Chief Secretary to the Treasury.

Dealing with the expenditure on Board of Trade factory building (para. 120) it is pointed out that this represents only a small part of expenditure in development districts under the Local Employment Acts. The small reduction in the estimate for 1964/65 reflects the probability that more firms will build for themselves with Government financial assistance instead of asking the Board of Trade to build for them.

Loans and grants to industrialists do not count as public investment and so are not included in this White Paper.

Copies are available from H.M. Stationery Office (Cmd 2177). Price 2s. 6d.

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Telephone inquiries should be made to Waterloo 4944, Extension 1195.

Board of Trade and regional development

THE TWO WHITE PAPERS on Central Scotland and the North East respectively, laid before Parliament on November 14, were referred to by Mr. David Price, Parliamentary Secretary, Board of Trade, in his speech at the annual dinner of the Town and Country Planning Association, held in London on November 12. He said:

'They will I hope demonstrate the dynamic and positive concepts about regional development that the Government have evolved out of the studies that were put in hand earlier this year. We shall be thinking in terms of developing particular regions as a whole to make them places where people will want to live, not leave, and which will indeed attract new people to settle down within their borders. This is plain common sense in a crowded island like ours, suffering from increasing thrombosis in the South East and Midlands.

'We want to see new healthy development elsewhere, that will make economic and social sense. And within these new "growth areas" careful planning will be an essential part of the re-vitalisation process.

'There will have to be further comprehensive re-development of decayed and out-moded town centres, and clearing away of patches of ugliness, congestion and decay. And this will have to be done not in a piecemeal fashion, but as part of an articulated economic plan that will cover every aspect of public and private investment – the right sort of communications pattern, the right industrial sites, the right schools and houses and hospitals and training colleges – in current jargon getting the infrastructure right.

'It is a process of re-vitalisation that goes to the heart of the concept of civilised man in an industrial society. It is a process that will not and indeed cannot happen over-night, but which will stem from continuous collaboration between local and central authorities public services, industry and the individual citizen.

'It will involve regular and continuous consultation between the various departments that came together earlier this year over the North East and Central Scottish problems in an *ad hoc* arrangement – the Ministry of Housing and Local Government, the Board of Trade, the Ministry of Transport, the Ministry of Labour, the Ministry of Education, the Ministry of Health, the Scottish Office and the Ministry of Power.

'A special division of the Board of Trade will bring together the expertise of each of the departments concerned, and weld them into a common purpose'.

White Papers on Scotland and North East

WHITE PAPERS on Scotland and the North East were published on November 14. Statements on both papers were made by Mr. Edward Heath, Secretary of State for Trade and Regional Development in the House of Commons on the same afternoon. The White Papers are entitled: 'Central Scotland: Programme for development and growth' (Cmnd. 2188). Price 5s. and 'North East – A programme for regional development and growth' (Cmnd. 2206), price 5s., by post 5s. 6d.

Lord Drumalbyn (centre), Minister of State, Board of Trade, with Mr. R. R. Scott Hay (left), chairman and managing director, Reid & Taylor Ltd., and Herr von Hoerschelmann, German Embassy, at a reception held at the Ritz Hotel, London, recently to launch a world-wide promotion campaign, with the support of Rolls-Royce, for Reid & Taylor cloth.

Europe—'The Open Door' for British exports

THE RAPIDLY EXPANDING market in Europe for British exports of all kinds was the subject of a new colour film entitled 'The Open Door' made by the Rank Organization for the Export Council for Europe which had its premiere at the Mansion House, London on November 5. The audience, who saw the film in the Egyptian Hall, embraced many branches of Britain's trade and industry and members of the Diplomatic Corps. Among those present were Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, Mr. Frederick Erroll, Minister of Power, Sir Norman Kipping, Director General of the FBI, Sir William McFadzean, Chairman of the Export Council for Europe, Sir Ralph Perring, the retiring Lord Mayor of London, Mr. John Davis, Chairman and Chief Executive, The Rank Organization.

'The Open Door', which ran for 30 minutes, included a lively display of shots of British goods selling in the myriad stores and shops all over Europe, in the cities of the Common Market countries as well as in the EFTA capitals. In the commentary John Snagge pointed out that:

'Neither distance nor the tariff wall is preventing more than £800 million of British goods from finding their way on to Common Market counters. It's part of a £1,700 million a year trade with Europe as a whole, that represents over two-fifths of Britain's total exports. In the vast trading area that is Europe today, on this side of the Iron Curtain, live some 350 million people – twice as many as in America, one and a half times as many as in Russia. Nearly half are in the Common Market area – and since talks for her own entry were broken off, Britain has been seeking ways to jump the wall. Another 95 million are in the area covered by the European Free Trade Association – EFTA – a trading bloc known as the Outer Seven, of which Britain (with her home market of 53 million) is a member, sharing tariff advantages with her partners.

'And outside the two big blocs, there are another 90 million potential customers for Britain – in Spain, in Ireland, Iceland, Finland (an associate member of EFTA), in Turkey, Cyprus, Greece (which is an associate member of the Common Market), and in Yugoslavia, which straddles the Iron Curtain. Altogether a market buying some £20,000 million of goods every year. Britain's share is now eight per cent.

'These days, no Continental home seems complete without British toys to keep the children out of mischief. Toys to the value of more than three quarters of a million pounds found their way in one year into the traditional country of toymakers. For the first time our toy exports to Germany have exceeded our imports from the Germans.

'Britain still has far to go in her drive into the Continent. But there are unmistakable signs she's learning fast about the art of selling. At the Hanover Fair – the greatest industrial show on earth – were more British firms exhibiting than ever before – 164. Only France had more firms taking part out of 27 countries at the Fair. And the results justified this British invasion. Many firms, including those making mechanical handling machines, found new outlets – even in the German market.

'The European Free Trade Association offers great opportunities, as these countries are buying more than £550 million worth from Britain each year, of which the important Scandinavian nations buy more than 400 million. Time is vital to EFTA. By 1967, it plans to have wiped out all import tariffs and quotas between its members. Small countries like Switzerland tend to concentrate on making only a limited range of higher priced goods. They're important to Britain because of the wide variety of goods they must import – but competition is severe. But British furniture has found a way in – and one firm that never sold a stick in Switzerland was in business here, once it decided to fly its products straight from the factory. To the time-conscious Swiss, delivery dates are vital – as are frequent contacts. And though there have been criticisms in the past, they're now buying more British cars in place of Continental models.

'Spain today is a commercial magnet – and competition's hot from France, America, Germany and Italy. Our share – nine per cent – is nothing like what it might be. But we can get on the right tracks here, as this British loco shows. Its engine is by a famous firm, which now has an associate company in Barcelona; a move that suits a developing land, seeking partners able to invest and manufacture inside the country. And other British railway engines will be operating in Spain. Another was sold for service in the northern part of the country by a salesman who moved fast to lay on a demonstration for the railway chiefs. And, in Bilbao, 20 locos are being built by a Spanish firm to a British design, with British engines and transmission.'

Mr. Edward Heath (left), Secretary of State for Industry, Trade and Regional Development; Sir Ralph Perring, Lord Mayor of London; Sir William McFadzean, chairman, Export Council for Europe; and Mr. John Davis, chairman and chief executive, The Rank Organization, at the première of the Export Council for Europe's new 30 minute colour film 'The Open Door'.

At this point in the film, Sir William McFadzean was shown. He said: 'Well, gentlemen, our figures for the current year to date are certainly encouraging. British exports to the countries in our parish now exceed £4,000,000 per day seven days of the week. An improvement of over £1,000,000 a day as compared with only two years ago, and let us give full credit to British industry and all concerned. But excellent as these figures are, they are not yet good enough for we are still only taking an average, about 8 per cent, of these markets. And the challenge remains to do all in our power in co-operation with all concerned, and all are concerned, to increase this share and increase it quickly.'

Thanking the Lord Mayor and Mr. John Davis after the show, Sir William McFadzean said: 'We like to think in the ECE that we have played some part in helping to achieve the very substantial increase in British exports to Europe over recent years. But we could have accomplished nothing without the wonderful co-operation and help of Government Ministers and officials here and in our Embassies overseas; of our sponsoring bodies (the ABCC, FBI, NABM, TUC and The City); of British industry and commerce; and certainly, over the last twelve months, of the Rt. Hon. The Lord Mayor of London, Sir Ralph Perring.

'What a friend you have been to all of us in the export field and I do thank you most warmly and, this evening particularly, for your kindness in letting us have the Mansion House for this film premiere. How appropriate it is that it should be held here for it was within these precincts that the idea of the film was conceived, that John Davis said "I will make you a film". Typically the Rank Organization got on with the job – the results of which you have seen tonight – an excellent film.

'I am sure I am not just speaking on behalf of the Export Council for Europe but for a far, far wider circle when I express our warmest thanks to John Davis and the Rank Organization for this most generous contribution to our export efforts. We are indeed grateful and I am confident the best way we can show our gratitude is for everyone of us to help in showing the film all over Britain to alert British industry and commerce still further to the potentialities of these great European markets. There are several copies of the film available.

'And finally to you, My Lord Mayor, thank you again for everything. We are all going to miss you terribly but you can certainly retire knowing you have done a superb job and have earned not only our deep gratitude but our lasting affection.'

Exchange control for exports to be simplified

MR. REGINALD MAUDLING, Chancellor of the Exchequer, announced at a meeting of the National Production Advisory Council on Industry on November 8 that Exchange Control procedure for exports from the United Kingdom to destinations outside the sterling area is to be simplified. The new procedure will come into force in a few weeks' time, on a date to be announced later. A new Notice to Exporters giving detailed instructions will be issued in due course.

The Treasury will issue a general permission which will in most cases remove the need for information to be given to Customs for Exchange Control purposes before goods are exported. Exports not covered by the general permission will require special permission to be obtained in advance, but the great majority of exports will be covered by the general permission.

The form C.D.3 will be abolished and replaced by a new and simpler form C.D.6. Except in a few cases where pre-entry is required for reasons other than Exchange Control, exports will no longer need to be 'pre-entered' with Customs before exportation. The form C.D.6 may be lodged with Customs at any time up to six days after exportation. Unlike the present form, the new form C.D.6 will not need to be certified by a bank.

Note

Goods exported from the United Kingdom to the Scheduled Territories (Sterling Area) are exempt from Exchange Control. Exchange Control of exports from the United Kingdom to destinations outside the Scheduled Territories is a necessary part of the general system of Exchange Control in order to ensure that the United Kingdom receives proper payment for exports and that capital is not illegally exported. The control is exercised under the Exchange Control Act, 1947.

Under the present system, exporters have to give certain information to Customs on a form C.D.3 before goods are exported. This requirement can involve inconvenience. Under the new system 'pre-entry' will no longer be required in most cases.

At present the form C.D.3 has a second part which has to be certified by a bank to show that payment has been duly received. This certification is being abolished. This does not mean that there will be no check, but Customs will make a specific check as necessary.

The new procedure will come into force as soon as the necessary forms and detailed instructions have been printed.

Extension of personal export scheme

THE COMMISSIONERS of Customs and Excise announce that goods purchased free of purchase tax under the Personal Export Scheme, which hitherto have had to be delivered for shipment as passengers' baggage, may now be exported as freight or by post instead, if the customer wishes.

The existing conditions of the scheme, including the completion of Form P.T.40, will continue to apply to goods exported as freight or by post except that, instead of despatching the form with the goods for production to the Customs at the port or airport, the trader should retain the form for subsequent attachment to it of evidence of exportation.

Further details, including particulars of what constitutes acceptable evidence of exportation by freight or by post, are contained in a revised edition of Notice No. 77E, copies of which are now being distributed to all traders registered for purchase tax, the trade press and trade associations.

Anglo-French Economic Committee

THE TWENTY-THIRD Session of the Anglo-French Economic Committee took place in London on October 29 and 30. The French Delegation was led by Monsieur Wormser, Director of Economic and Financial Affairs at the Ministry of Foreign Affairs, and included senior representatives from the Ministry of Finance and Economic Affairs, the Ministry of Agriculture, the Bank of France and the French Embassy in London; the United Kingdom Delegation was led by Sir Patrick Reilly, Deputy Under-Secretary of State, Foreign Office, and included senior officials of the Treasury, Board of Trade, Ministry of Agriculture and the Bank of England.

The Committee had an exchange of views on economic developments in the two countries and on other economic questions of common interest. Among the questions discussed were the preparations for next year's trade and tariff negotiations in the GATT, the extension of trade with less developed countries, with special reference to the United Nations Trade and Development Conference, and agricultural policy.

NPY three-day conference to be held at Eastbourne

AS THE culminating event of National Productivity Year, a three-day conference, under the title "Productivity – The Next Five Years", is being staged at Eastbourne on November 26, 27 and 28 by the 39 collaborating organizations, which include the Federation of British Industries, the Trades Union Congress and the British Productivity Council. The aim of the conference is to indicate the probable development of those factors likely to lead to higher productivity during the next five years. Over a thousand delegates, representative of both sides of industry and all the various organizations associated with N.P.Y., will be attending the conference, which will be divided into five main streams: research and development; production; retail distribution; marketing; and education and training. To facilitate discussion at the conference, papers covering these five streams are being distributed in advance to all delegates by the British Productivity Council.

The conference will be opened by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development. Other speakers will include Lord Netherthorpe, Chairman for 1963 of the British Productivity Council, Sir Robert Shone, Director-General of the National Economic Development Council, Sir William McFadzean, Chairman of the Export Council for Europe, Sir Harold Roxbee-Cox, Chairman of the Council for Scientific and Industrial Research, Mr. Lewis T. Wright, Chairman of the Production Committee of the T.U.C., and Mr. S. A. Robinson, General President of the National Union of Boot and Shoe Operatives and Chairman-designate for 1964 of the British Productivity Council.

For further details and application forms inquiries should be made to the British Productivity Council, Vintry House, Queen Street Place, London, E.C.4.

Productivity Week in Manchester

THE PRODUCTS of some 15 local firms in the Manchester area were featured at an exhibition held in connection with Manchester's Productivity Week from November 4 to 8. In addition to the exhibition lectures were given on each of the five days of the 'Week' and the subjects included 'Productivity in the office', 'Materials handling – manual or mechanical', 'Management consultancy and its role in aiding productivity', 'Productivity in the building industry', and 'Trade union and productivity'.

Alderman Robert C. Rodgers, Lord Mayor of Manchester, watched by the Lady Mayoress and the civic dignitaries of Altrincham, Hyde, Sale and Stretford, using a new British add/listing machine on the occasion of the opening of 'Productivity Week' at the Building Centre, Manchester.

The exhibition was organized by Ernest Rhodes (Exhibitions) of Manchester and products displayed included a diesel engine designed for use in generating electricity; equipment for processing gas; stationery – illustrating the work of local master printers, lithographers and bookbinders; plastics; cine photo equipment in operation; and electrically-operated adding and listing machines.

The Productivity Week was opened by Mr. David Burry, northern advertisement manager of A.B.C. Television.

Gold and currency reserves in October

H.M. TREASURY announced on November 4 that the gold and convertible currency reserves rose by £7 million to stand at £984 million on October 31.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+ 35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+ 18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter	115	117	131	126	115	102	126	104	126	147	127	+ 64	— 9	+21	— 3
3rd Quarter						105									
1963															
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121•	..	..	..	106	..	..	..	..	..	..	..	..	..
September						105									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	121•	104•	122·1	+1·6	104·2	121·8	140·8	504	—123	—58	147	+34	+33	127	127	+ 25
3rd Quarter		101•	121·3	+1·3	104·2•	122·0•	141·5	428	— 76	—34	157	+10	+ 6	132	131	
1963																
March	117	100	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	120•	101•	122·2	+2·1	104·0	121·7	140·5	553	— 75	—20	138	+16	+14	124	121	..
May	122•	105•	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123•	104•	122·1	+1·0	104·5	121·8	141·0	454	— 52	—33	158	+12	+13	128	130	..
July	123•	103•	121·4	+0·8	104·5	122·0	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126•	100•	121·0	+1·3	104·1•	122·0•	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September		101•	121·4	+1·8	104·1•	122·2•	141·6	430	nil	+11	158	+ 5	— 7	134	131	..
October					104·8•	122·2•		448	+ 18	+27	160	+ 2	—12			..

† NOT seasonally adjusted. • Provisional.

Value of net assets of overseas direct investments

ACCORDING TO A SURVEY carried out in conjunction with the Overseas Direct Investment Inquiry for 1962, United Kingdom companies' direct investments abroad exclusive of those in oil, banking and insurance were valued at £3,500 million, after depreciation, at the end of 1962 and the corresponding value of overseas-owned direct investments in the United Kingdom at the same date was £1,400 million. Accumulated depreciation on the capital assets of United Kingdom investments abroad was of the order £1,000 million at the end of 1962.

United Kingdom companies were asked to provide figures for the net assets, i.e. fixed assets plus current assets less current liabilities, of their branches and subsidiaries abroad at the value at which they were consolidated in the balance sheets of the United Kingdom companies. In addition United Kingdom companies' investments in associates or in any subsidiaries which were not consolidated were recorded at their value as shareholdings in the consolidated balance sheets of the companies. The values requested for overseas-owned direct investments were to be those used in the accounts of United Kingdom branches, subsidiaries and associates.

The coverage of this survey extended to all companies known to have direct investments abroad who were asked to provide information on the components of their net assets abroad, to give the figures for accumulated depreciation of capital assets and to state the book value of investments. Similar information was required from United Kingdom companies owned partly or in full by overseas concerns. As stated above, banks were excluded from this survey: however, their inclusion would probably have added little to the global total because banks' direct investments abroad tend to be in branches whose net asset values are likely to be small.

In the tables the components of net assets (i.e. fixed assets, current

Table 1: Value of United Kingdom companies' private investment abroad in 1962
(excluding oil, insurance and banking)

£ million

Area and country	Overseas subsidiaries and branches						Value of trade investments in associated companies overseas	Total net asset value of direct investment overseas (6)+(7)	Accumulated provisions for depreciation of fixed assets of overseas subsidiaries and branches	Total net asset value plus depreciation provision (8)+(9)
	Fixed assets after provision for depreciation	Current assets	Current liabilities	Total net assets (1)+(2)-(3)	Value of net assets of overseas companies which are attributable to outside shareholders	Total net assets of overseas subsidiaries and branches attributable to parent companies (4)-(5)				
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
NORTH AMERICA	569·8	632·1	298·0	903·9	68·1	835·8	47·3	883·2	341·6	1,224·8
U.S.A.	116·3	305·3	134·9	286·7	18·3	268·4	7·7	276·1	67·9	344·0
Canada	453·5	326·8	163·1	617·2	49·8	567·4	39·7	607·0	273·7	880·8
LATIN AMERICA	73·8	106·3	60·9	119·2	13·9	105·3	9·7	115·0	30·0	145·0
of which: Peru	..	..	..	..	..	..	—	2·6	0·7	3·3
Chile	..	..	..	..	..	..	..	3·8	0·5	4·3
Brazil	..	..	..	..	..	34·4	0·9	35·3	11·5	46·9
Uruguay	..	..	..	..	..	..	..	..	..	..
Argentine	20·4	33·5	26·2	27·8	1·0	26·8	3·7	30·4	6·6	37·0
WESTERN EUROPE (1)	180·8	332·7	228·7	284·7	25·7	259·1	44·9	303·9	118·8	422·8
EFTA of which:	45·3	55·8	33·9	67·2	3·6	63·6	4·7	68·3	28·5	96·9
Portugal	..	..	..	..	..	..	..	19·9	6·8	26·7
Switzerland	13·9	20·5	14·0	20·4	0·5	19·9	1·4	21·3	11·7	32·9
Denmark	5·8	11·2	7·3	9·7	1·8	7·8	0·7	8·5	1·9	10·4
EEC of which:	127·0	259·1	184·1	201·9	19·4	182·6	33·2	215·7	82·3	298·0
West Germany	25·8	94·7	66·0	54·5	2·4	52·2	3·4	55·6	14·5	70·1
Netherlands	8·7	22·9	13·2	18·3	1·0	17·3	2·2	19·6	5·4	25·0
Belgium	37·6	28·4	22·0	43·9	4·1	39·8	5·5	45·3	18·1	63·4
France	43·6	92·8	65·6	70·8	9·4	61·4	4·2	65·6	38·1	103·7
Italy	11·6	20·3	17·2	14·4	2·6	11·8	17·8	29·6	0·1	35·8
Rest of Western Europe	8·5	17·8	10·7	15·6	2·7	12·9	7·0	19·9	8·0	27·8
OTHER NON-STERLING AREAS (1)	26·4	49·5	26·9	49·0	1·4	47·5	10·4	57·9	19·1	77·1
of which: Iraq	..	..	..	..	..	..	..	2·3	0·3	2·5
Iran	..	..	..	..	..	..	..	0·1	0·1	0·2
Indonesia	..	..	..	..	..	..	..	7·5	2·0	9·5
Thailand	..	..	..	..	..	2·0	—	2·0	0·1	2·2
OVERSEAS STERLING AREA	1,006·3	1,152·7	618·9	1,540·2	158·3	1,381·9	111·0	1,492·9	418·0	1,910·9
of which: South Africa	128·9	217·2	110·2	235·9	36·3	199·6	19·8	219·3	60·6	279·9
India	115·3	173·3	104·6	184·0	25·9	158·1	12·6	170·7	51·4	222·1
Australia and Dependencies	287·4	288·0	149·7	425·8	55·8	370·0	31·3	401·3	95·4	496·7
New Zealand	49·5	51·2	25·3	75·5	6·4	69·1	6·6	75·7	31·3	107·0
Federation of Rhodesia and Nyasaland	64·1	49·0	29·6	83·5	4·0	79·5	4·4	83·9	19·0	102·9
Pakistan	13·8	23·2	8·7	28·3	4·9	23·5	1·1	24·6	4·9	29·5
Singapore	..	..	..	..	..	..	..	..	..	..
Federation of Malaya	88·3	41·1	22·8	106·6	4·0	102·5	1·7	104·2	39·2	143·4
Nigeria	43·9	57·4	34·8	66·6	2·4	64·1	2·1	66·2	21·8	88·1
Sierra Leone	9·2	7·8	2·6	14·3	—	14·3	0·2	14·5	7·2	21·7
Ghana	..	..	..	..	..	..	..	..	..	..
Kenya	10·1	10·4	6·0	14·5	0·7	13·7	1·9	15·7	3·0	18·7
Uganda	..	..	..	..	..	..	..	..	..	..
Hong Kong	5·6	16·9	6·6	16·0	0·7	15·3	1·0	16·2	2·4	18·6
Jamaica	..	..	..	..	..	..	..	..	..	..
Trinidad	15·5	16·0	9·3	22·2	1·4	20·8	0·4	21·1	5·5	26·6
British Guiana	..	..	..	..	..	..	..	..	..	..
Other British West Indian Territories	47·7	42·4	21·3	68·9	5·9	63·0	3·4	66·4 (3)	16·7(3)	83·1 (3)
Persian Gulf States	0·2	1·3	0·8	0·6	—	0·6	—	0·6	0·3	1·0
Irish Republic	36·7	62·5	40·2	58·9	7·2	51·7	3·4	55·1	21·2	76·3
Remainder	90·2	94·9	46·3	138·7	2·5	136·2	21·1	157·3 (4)	37·9 (4)	195·2 (4)
Total	1,857·1	2,273·5	1,233·6	2,897·1	267·4	2,629·7	223·3	2,853·1	927·6	3,780·7
Estimated Grand Total (including allowance for non-response)	—	—	—	—	—	—	—	3,500	—	—

assets less current liabilities) are shown and also the amount of net assets of subsidiaries owned by minority shareholders (i.e. by shareholders other than the parent company itself) and the value of trade investments, so that the total net asset values given in Column 8 of Tables 1 and 2 are those attributable solely to United Kingdom companies in the case of United Kingdom investment overseas and correspondingly for overseas investment in the United Kingdom.

The Board of Trade acknowledges with thanks the co-operation of companies who, by responding so well, have made this valuation of overseas assets possible.

All figures relate to book values. In the case of trade investments the understatement in value could be significant because it is frequently the practice for companies to record such investments at their original purchase price or historical value which may be considerably below the current market value. Similar criticisms can be made of the book values assigned to other assets, more particularly fixed assets, but these are likely to diverge less from true value than do trade investments. Book values, however, are readily available, are consistent with other series (e.g. the Board of Trade's analysis of the accounts of public quoted companies) and could be extracted by companies with a minimum of trouble. Their limitations should however be borne in mind, particularly when using the figures in the tables for individual countries.

The material set out in the tables analyses returns received up to the beginning of October 1963. The estimates for total net assets given at the foot of each table – £3,500 million and £1,400 million respectively – include returns received since the beginning of October and make an estimate for those still outstanding. The estimates given at the foot of Table 1 are based on returns from companies which cover over 80 per cent of United Kingdom companies' earnings abroad; those in Table 2 are based on a return of over 90 per cent of the earnings of overseas-owned investments in the United Kingdom.

In the computation of net assets, long-term loans are excluded from current liabilities, the latter being in general for any company those liable for settlement in the course of the company's ensuing financial year. Some current liabilities may be owed by overseas concerns to United Kingdom parents and by this amount net assets of overseas subsidiaries and branches will be understated. On the other hand some subsidiaries make use of local borrowing which would be excluded from current liabilities and to that extent the United Kingdom parents' net assets abroad are overstated. These local borrowings are thought to be very small compared with the total value of net assets.

The figures for individual countries are less reliable than those for the various areas, since, apart from incomplete coverage, some companies could only conveniently give a figure for an area as a whole. Nevertheless, over 50 per cent of net assets of United Kingdom companies covered by this survey are situated in the overseas sterling area, with a further 30 per cent in North America (Canada over 20 per cent) and a further 15 per cent in Western Europe. The country in which the United Kingdom had the largest stake was Canada (over £600 million), next came Australia with £400 million and third the United States with £275 million.

Of the £1,400 million net assets of overseas-owned concerns in the United Kingdom 74 per cent were United States owned, 10 per cent were Canadian and 14 per cent were owned by concerns in Western Europe. Special mention should be made of the large figure for Switzerland which is inflated by the inclusion of some investments owned by organizations in Switzerland which themselves are owned by United States parents.

Of the total value of United Kingdom direct investment covered by this survey almost two-thirds (£2,250 million) was located in the developed countries of the world. The value of those in the under-developed countries is estimated at £1,250 million; compared with this figure £375 million has been invested in the period since 1958.

Fixed assets of United Kingdom companies' branches and subsidaries abroad accounted for 64 per cent of the total overseas net asset values. Within the total, however, those for individual countries show marked variations ranging from 86 per cent in the case of investment in Belgium and 74 per cent in Canada, to 47 per cent in Western Germany and 41 per cent in the United States.

Table 2: Value of overseas-owned branches, subsidiaries and associates in the United Kingdom in 1962
(excluding oil, insurance and banking)

£ million

Area and country	Overseas-owned subsidiaries and branches in United Kingdom						Value of investments in associated companies in the United Kingdom	Total net asset value of direct investment in the United Kingdom (6)+(7)	Accumulated provisions for depreciation of fixed assets of United Kingdom subsidiaries and branches	Total net asset value plus depreciation provision (8)+(9)
	Fixed assets after provision for depreciation	Current assets	Current liabilities	Total net assets (1)+(2)-(3)	Value of net assets of United Kingdom companies which are attributable to outside shareholders	Total net assets of United Kingdom subsidiaries and branches which are attributable to parent companies (4)-(5)				
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
North America	688·1	1,059·1	597·7	1,149·5	98·5	1,051·0	63·9	1,114·9	363·1	1,478·0
U.S.A.	621·9	875·4	477·1	1,020·1	98·3	921·7	62·8	984·5	332·5	1,317·0
Canada	66·2	183·7	120·5	129·4	0·2	129·2	1·2	130·4	30·6	161·0
Western Europe (2)	109·7	184·9	103·0	191·6	17·0	174·6	9·0	183·6	51·0	234·6
EFTA of which:	64·0	114·0	60·8	117·3	9·1	108·3	2·2	110·5	34·0	144·5
Portugal	..	..	..	..	..	..	..	..	..	..
Switzerland	52·1	78·8	44·7	86·3	2·0	84·3	2·2	86·5	23·6	110·1
Denmark	2·7	8·5	5·4	5·9	0·9	5·0	—	5·0	0·8	5·8
EEC of which:	45·6	70·7	42·2	74·2	8·0	66·3	6·7	72·9	17·0	89·9
West Germany	1·3	6·0	5·2	2·2	0·2	1·9	1·2	3·2	0·6	3·8
Netherlands	..	..	..	..	..	..	..	28·6	4·3	33·0
Belgium	6·2	10·2	5·6	10·9	2·9	7·9	0·6	8·6	4·6	13·2
France	13·7	27·3	11·3	29·8	4·1	25·6	2·7	28·4	6·6	34·9
Italy	..	..	..	..	..	..	..	4·2	0·8	5·0
Rest of Western Europe	0	0·2	0·1	0·1	—	0·1	0·1	0·2	—	0·2
Rest of World (Latin America, other Non-Sterling Areas, Overseas Sterling Area) (2) of which:	6·0	46·1	17·7	34·4	1·4	33·1	0·1	33·2	2·6	35·9
South Africa	..	..	..	..	..	..	..	15·8	0·1	15·9
Australia and Dependencies	..	..	..	..	..	..	..	2·7	0·4	3·0
Total	803·8	1,290·1	718·4	1,375·6	116·9	1,258·7	73·1	1,331·7	416·7	1,748·4
Estimated Grand Total (including allowance for non-response)	—	—	—	—	—	—	—	1,400	—	—

Notes to Tables 1 and 2.
(1) Dependencies of Western European countries are included in 'Other Non-Sterling Areas'.
(2) Dependencies of Western European countries are included in 'Rest of World'.
(3) Includes £14·0 million, £5·8 million and £19·8 million respectively for Jamaica.
(4) Includes £5·9 million, £1·9 million and £7·9 million respectively for Singapore and £49·3 million, £17·1 million and £66·4 million respectively for Ghana.
In the tables: '0' means less than half the final digit shown. .. means figures not available owing to disclosure.
Owing to rounding figures may not add through to the totals.

United Kingdom direct investment overseas 1959 to 1962

LATEST ESTIMATES of overseas direct investment and earnings during 1962 (see Table 1 below), based on a response of over 80 per cent of annual returns, vary little from the first estimates published in the *Board of Trade Journal* dated April 19, 1963. The latter were based mainly on 1962 quarterly material which had been provided up to end-March 1963 by a sample of companies. Area and country information for 1962 was not available in April 1963 when the previous article appeared but returns received up to October 1963 have been analysed and the detail is published in Tables 2 and 3 below.

Investment

The increment added to direct investment overseas by British industry, excluding oil and insurance, during 1962 amounted to £212 million, £14 million less than in 1961 when £226 million was invested abroad and £35 million less than the £247 million in 1960. Unremitted profits of subsidiaries and associates accounted for £101 million of the 1962 figure and was 9 per cent above the £93 million which was ploughed back in 1959. It was one-third above the exceptionally low figure of £74 million in 1961. In 1962 unremitted profits represented about 48 per cent of total investment compared with 34 per cent in 1960 and 1961.

Overseas companies added £137 million to their investments in branches, subsidiaries and associates in the United Kingdom during 1962, about the same as in 1960. 1961 was an exceptional year because of the large Ford Motor Co., transaction. Unremitted profits in 1962 at £67 million recovered from the low figure in 1961 and were the same as in 1960. As a proportion of total investment in 1962 unremitted profits were 49 per cent compared with 16 and 50 per cent in 1961 and 1960 respectively.

Earnings

British industry's earnings from direct investment abroad rose from £251 million in 1961 to £275 million in 1962, an improvement of nearly 10 per cent, thus resuming the trend which was apparent between 1958 and 1960 but at a slower rate. Dividends remitted by overseas subsidiaries and associates of British companies during 1962 by contrast with earnings did not increase but at £76 million were slightly less than the £78 million remitted in 1961. The rising trend apparent in the figures for 1958 to 1961 has thus been broken, perhaps only temporarily. Expressed as a percentage of total earnings of subsidiaries and associates, remitted earnings fell to 43 per cent in 1962 whereas between 1958 and 1961, except for 1959, they rose from 40 per cent to 51 per cent.

Earnings of branches, subsidiaries and associates of overseas concerns in the United Kingdom rose in 1962 to £138 million and reflected the general improvement in United Kingdom company trading profits. Both the value and proportion of earnings of subsidiaries and associates which were remitted during 1962 (£59 million

Earnings of U.K. companies' subsidiaries operating overseas

£ million

	1959	1960	1961	1962
Earnings of overseas subsidiaries	149	157	152	177
Dividends remitted. Value	56	72	78	76
As per cent. of total earnings	38	46	51	43
Unremitted earnings of overseas subsidiaries	93	85	74	101

Earnings of overseas enterprises operating in the United Kingdom

£ million

	1959	1960	1961	1962
Earnings of subsidiaries in the United Kingdom	125	125	118	126
Dividends remitted. Value	49	58	81	59
As per cent. of total earnings	39	46	69	47
Unremitted earnings of subsidiaries in the United Kingdom	76	67	37	67

Table 1 (a) Private direct investment, 1959 to 1962
(excluding oil and insurance) (1)

£ million

	Overseas branches, subsidiaries and associates of United Kingdom companies				Branches, subsidiaries and associates of overseas companies operating in the United Kingdom			
	1959	1960	1961	1962	1959	1960	1961	1962
Unremitted profits of subsidiaries	− 93	− 85	− 74	−101	+ 76	+ 67	+ 37	+ 67
Net acquisitions of share and loan capital	− 52	− 80	− 82	− 75	+ 55	+ 35	+170	+ 42
Change in branch indebtedness	− 34	− 30	− 36	− 30	− 2	+ 3	+ 10	+ 3
Change in inter-company accounts	− 16	− 52	− 34	− 6	+ 17	+ 30	+ 19	+ 25
Total	−196	−247	−226	−212	+146	+135	+236	+137

Overseas investment in United Kingdom + United Kingdom investment overseas −

Table 1 (b) Earnings of private direct investment, 1959 to 1962
(excluding oil and insurance) (1)

£ million

	Overseas branches, subsidiaries and associates of United Kingdom companies				Branches, subsidiaries and associates of overseas companies operating in the United Kingdom			
	1959	1960	1961	1962	1959	1960	1961	1962
Profits of branches	+ 85	+ 96	+ 93	+ 93	− 10	− 11	− 8	− 10
Profits of subsidiaries	+149	+157	+152	+177	−125	−125	−118	−126
Interest received or paid	+ 4	+ 5	+ 6	+ 5	− 1	− 2	− 2	− 2
Total	+238	+258	+251	+275	−136	−137	−128	−138

United Kingdom credits + United Kingdom debits −
(1) All figures include an allowance for non-response.

and 47 per cent) were back to about the 1960 level after the considerably higher figures for 1961 (£81 million and 69 per cent).

Coverage of the estimates

The figures in Table I include an allowance for non-response and to this extent the details of Tables 2 and 3 being obtained from returns actually received do not correspond with Table I. Attention is further directed to the difference between the summation of details in the Tables 2 and 3 and the Table I totals which include an allowance for non-response by provision of two figures at the foot of Tables 2 and 3 the higher figure in each case indicates the estimated total including the allowance for late returns.

Figures for 1959 to 1961 represent a 95 per cent response, except for estimates of United Kingdom investment overseas from 1961 which were based on a response date of about 80 per cent. Estimates for overseas investment in the United Kingdom in 1962 were cal-

(*Continued on page* 1085)

Overseas direct investment transactions by area

This table, except for the bottom row of figures, is based on returns actually received and the individual figures do not include an allowance for non-response. To this extent the totals of these individual figures will not agree with Table 1. However, to indicate the extent to which returns are outstanding and to facilitate comparison with Table 1, a further row giving 1962 totals, inclusive of allowance for late returns is now given.

Table 2 (a) Transactions of United Kingdom companies with overseas branches (1)

£ million

Area		Profits of branches	Net amount debited to branches for services rendered	Investment or disinvestment in branches		Depreciation of capital assets of branches
				Increase in investment	Decrease in investment	
North America	1959	3·5	0·8	1·2	—	0·4
	1960	3·2	−0·6	4·9	—	0·5
	1961	4·8	−0·6	10·5	—	0·5
	1962 (6)	*3·0*	*2·1*	—	*0·2*	*0·4*
Latin America	1959	3·0	1·0	1·4	—	0·6
	1960	3·3	0·9	3·5	—	0·8
	1961	2·0	1·2	3·1	—	0·8
	1962 (6)	*2·0*	*0·6*	*1·0*	—	*0·5*
Western Europe (2)	1959	5·2	0·4	1·9	—	1·2
	1960	6·5	0·1	2·3	—	1·4
	1961	6·8	0·1	1·0	—	1·3
	1962 (6)	*5·7*	*1·4*	*8·2*	—	*1·3*
Other Non Sterling Areas (2)	1959	1·6	0·8	0	—	1·1
	1960	1·5	0·4	—	1·0	0·8
	1961	3·6	0·7	3·1	—	1·2
	1962 (6)	*2·2*	*0·7*	—	*2·7*	*0·8*
Overseas Sterling Area	1959	65·0	11·3	31·4	—	18·1
	1960	77·0	12·7	22·8	—	19·3
	1961	69·2	13·6	17·2	—	20·0
	1962 (6)	*56·3*	*11·1*	*16·7*	—	*18·2*
Total	1959	78·2	14·3	35·9	—	21·3
	1960	91·5	13·4	32·4	—	22·7
	1961	86·4	15·0	34·6	—	23·8
	1962 (6)	*69·2*	*15·8*	*23·0*	—	*21·2*
Including Allowance for non-response	1962	93·0	•	30·0	—	•

Table 2 (b) Transactions of United Kingdom companies with overseas subsidiaries and associates (1)

£ million

Area		U.K. companies' share of overseas companies' profits	Interest received	Dividends received	Unremitted profits (3)	Net amount debited to overseas companies for services rendered	Net acquisition of overseas companies' share and loan capital	U.K. companies' share of depreciation of capital assets of overseas companies	Change in amount due to U.K. companies on inter-company[4] account (4)
North America	1959	36·6	0·5	12·6	23·9	0·2	12·5	32·2	+13·8
	1960	32·2	0·9	14·8	17·4	−0·2	15·4	36·1	+ 5·1
	1961	30·7	0·8	15·4	15·3	−0·9	10·7	34·0	− 0·5
	1962 (6)	*34·4*	*1·0*	*18·5*	*15·9*	*0·1*	*1·1*	*33·3*	*− 2·9*
Latin America	1959	8·3	0·1	2·5	5·8	0·2	5·0	2·3	− 0·5
	1960	11·2	0·1	3·4	7·7	0·4	1·4	2·9	+ 2·0
	1961	9·1	0·2	3·1	6·0	0·7	6·8	3·3	+ 4·3
	1962 (6)	*9·2*	*0·3*	*3·5*	*5·7*	*0·8*	*3·1*	*3·5*	*+ 2·3*
Western Europe (2)	1959	17·5	0·6	5·9	11·6	1·1	6·1	10·2	+ 0·3
	1960	14·4	0·7	8·3	6·1	0·5	12·6	11·8	+ 4·2
	1961	20·7	0·5	8·8	12·0	1·7	12·4	15·0	+12·4
	1962 (6)	*18·3*	*1·0*	*9·9*	*8·4*	*4·5*	*19·2*	*14·5*	*+12·2*
Other Non-Sterling Areas (2)	1959	7·2	0·6	3·1	4·1	1·0	1·3	2·5	+ 0·1
	1960	5·8	0·6	4·0	1·8	1·1	2·6	2·2	+ 1·6
	1961	2·0	0·2	0·6	1·4	0	0·8	1·2	− 3·4
	1962 (6)	*1·5*	*0·2*	*0·3*	*1·1*	*0·2*	*1·9*	*0·9*	*− 1·1*
Overseas Sterling Area	1959	73·5	2·2	29·3	44·2	7·4	22·9	38·2	+ 2·6
	1960	87·9	2·6	38·9	49·0	6·4	44·9	42·0	+36·6
	1961	81·0	3·7	46·7	34·2	8·5	45·1	45·0	+19·5
	1962 (6)	*83·6*	*2·7*	*36·1*	*47·5*	*9·0*	*32·3*	*45·3*	*−12·6*
Total	1959	143·1	3·9	53·5	89·7	9·9	47·8	85·4	+16·3
	1960	151·5	4·9	69·4	82·1	8·1	77·0	95·0	+49·6
	1961	143·5	5·4	74·6	68·8	10·0	75·8	98·4	+32·4
	1962 (6)	*146·8*	*5·1*	*68·5*	*78·4*	*14·6*	*57·6*	*97·7*	*− 2·1*
Including allowance for non-response	1962	177	5	76	101	•	75	•	+ 6

Table 2 (c) Transactions of United Kingdom branches with overseas parent companies (1)

£ million

Area		Profits of branches	Net amount charged for services rendered		Investment or dis-investment in branches		Depreciation of capital assets of branches
			Credited to U.K. branches	Debited to U.K. branches	Increase in investment	Decrease in investment	
North America	1959	6·5	—	0·9	3·4	—	0·4
	1960	6·5	—	0·8	1·2	—	0·4
	1961	5·9	—	0·7	0·4	—	0·5
	1962 (6)	*5·2*	—	*0·6*	*1·0*	—	*0·7*
Latin America	1959	0	—	—	—	—	—
	1960	—	—	—	—	—	—
	1961	—	—	—	—	—	—
	1962 (6)	—	—	—	—	—	—
Western Europe (2)	1959	0·9	—	0·2	—	5·6	0·1
	1960	1·1	—	0·1	—	4·2	0
	1961	1·3	..	..	10·9	—	..
	1962 (6)	*0·8*	—	*0·1*	*0·2*	—	..
Other Non-Sterling Areas (2)	1959	0·3	0·1	—	—	0·3	0
	1960	0·3	0·1	—	0·1	—	0
	1961	0·5	..	..	—	2·4	..
	1962 (6)	*0·4*	*0*	—	*0*	—	..
Overseas Sterling Area	1959	1·9	—	0·1	—	0	0·2
	1960	1·7	—	0·2	5·1	—	0·4
	1961	−0·2	—	0·2	0·7	—	0·1
	1962 (6)	*2·4*	*0·1*	—	—	*0·9*	*0·1*
Total	1959	9·6	—	1·1	—	2·5	0·7
	1960	9·7	—	1·0	2·2	—	0·8
	1961	7·6	—	0·8	9·6	—	0·6
	1962 (6)	*8·8*	—	*0·7*	*0·4*	—	*0·8*
Including allowance for non-response	1962	10	•	•	3	—	•

Table 2 (d) Transactions of United Kingdom subsidiaries and associates with overseas parent or affiliated companies (1)

£ million

Area		Overseas companies' share of U.K. companies' profits	Interest paid to overseas companies	Dividends paid to overseas companies	Unremitted profits (3)	Net amount charged for services rendered		Net acquisition of U.K. companies' share and loan capital	Overseas companies' share of depreciation of capital assets of U.K. companies	Change in amount due from U.K. companies on inter-company account (5)
						Credited to U.K. companies	Debited to U.K. companies			
North America	1959	99·0	0·4	42·6	56·5	—	12·7	44·1	37·4	+ 8·7
	1960	105·5	0·3	50·6	54·9	—	17·3	17·8	43·2	+28·1
	1961	100·9	0·4	67·7	33·2	—	21·2	149·0	54·3	+12·8
	1962 (6)	*101·7*	*0·6*	*52·7*	*49·0*	—	*22·0*	*20·4*	*64·1*	*+11·2*
Latin America	1959	0	—	—	0	—	0	0	0·1	+ 0
	1960	0·1	0	0	0·1	—	0	0	0·1	+ 0
	1961	..	..	..	..	..	..	..	..	..
	1962 (6)	..	..	..	..	..	..	..	..	..
Western Europe (2)	1959	16·2	0·7	4·5	11·7	—	5·9	3·6	7·7	+ 7·5
	1960	13·8	1·8	4·9	9·0	—	4·9	9·0	9·4	+ 2·0
	1961	11·2	1·3	12·0	−0·8	—	6·5	12·3	11·6	+ 6·8
	1962 (6)	*10·0*	*1·7*	*4·7*	*5·3*	—	*6·1*	*13·1*	*7·6*	*− 1·6*
Other Non-Sterling Areas (2).	1959	0·5	—	0·3	0·2	0·1	—	0	0·1	− 0
	1960	0·7	—	0·3	0·4	0·1	—	0·7	0·1	− 0·1
	1961	..	..	..	..	..	..	..	..	..
	1962 (6)	..	..	..	..	..	..	..	..	..
Overseas Sterling Area	1959	0·3	0·2	0·3	0	0·3	—	6·2	0·2	+ 0·5
	1960	0·8	0·2	0·4	0·4	—	0·3	7·7	0·3	− 0·1
	1961	..	..	..	..	..	..	..	..	..
	1962 (6)	*1·4*	*0·4*	*0·6*	*0·8*	—	*0·3*	*1·1*	*0·3*	*− 0·3*
Rest of World (Latin America, Other Non-Sterling Area, Overseas Sterling Area)	1961	1·9	0·3	0·9	1·0	—	0·3	2·5	0·4	+ 0·3
Total	1959	116·1	1·2	47·6	68·5	—	18·3	54·0	45·5	+16·7
	1960	120·9	2·3	56·2	64·7	—	22·4	35·1	53·0	+30·0
	1961	114·0	2·0	80·5	33·5	—	28·0	163·8	66·4	+19·8
	1962 (6)	*114·0*	*2·7*	*58·4*	*55·6*	—	*28·2*	*34·8*	*72·3*	*+10·3*
Including allowance for non-response	1962	126	2	59	67	•	•	42	•	25

Notes to Table 2.

(1) Excluding oil and insurance.

(2) Dependencies of Western European countries are included in 'Other Non-Sterling Areas'.

(3) Share of profits less dividends.

(4) Increase in amount due to U.K. +; Decrease in amount due to U.K. −.

(5) Increase in amount due from U.K. +; Decrease in amount due from U.K. −.

(6) Coverage incomplete—See prefatory note to Table 2.

In the tables '0' means less than half the final digit shown; .. means figures not available owing to disclosure; • means not available.

Owing to rounding figures may not add through to the total.

culated on a coverage of over 90 per cent while those for United Kingdom investment abroad were based on a response rate of 80 per cent.

Area and country analysis

In Table 3 (a) the returns so far received give details of investments of £84 million in the overseas sterling area countries. However when all returns have been received it is estimated that roughly £120 million will be shown to have been invested in the sterling area countries during 1962 about 6 per cent less than in 1961.

54 per cent of total overseas direct investment by United Kingdom companies was in the overseas sterling area compared with 55 per cent in 1961, 63 per cent in 1960 and 53 per cent in 1959. In 1960 there was an unusually large outflow of capital to Australia which affected both the percentage of the total invested in the sterling area and also the percentage of the sterling area investment directed to Australia which in that year rose to 40 per cent of the total overseas sterling area investment. In 1959 Australia had taken 27 per cent of the sterling area total and in 1961 28 per cent but in 1962 the percentage increased to 43 per cent. The proportion of total investment in the sterling area accounted for by unremitted profits increased sharply in 1962 from 29 per cent in 1961 to 57 per cent.

The proportion of United Kingdom direct investment in North America has fallen over the years from 27 per cent in 1959 to 18 per cent in 1960, 17 per cent in 1961 and 9 per cent in 1962. On the other hand United Kingdom direct investment in Western Europe increased appreciably and in 1962 accounted for 30 per cent of the total compared with 18 per cent in 1961 and about 10 per cent in 1960. Of this amount approximately 20 per cent went to European Economic Community countries, West Germany, France and Belgium together taking about four-fifths of this, the same proportion as in 1961. The proportion of total direct investment in the EFTA countries has doubled compared with the previous year but is still relatively small; it increased from 5 per cent of the total in 1961 to 10 per cent in 1962.

Companies in the United States were as usual the largest investors in the United Kingdom and in 1962 their investment represented 76 per cent of the total. Investment by European Economic Community countries decreased as compared with 1961. There are

Investment and earnings by area and country

This table, except for the bottom row of figures, is based on returns actually received and the individual figures do not include an allowance for non-response. To this extent the totals of these individual figures will not agree with Table 1. However, to indicate the extent to which returns are outstanding and to facilitate comparison with Table 1, a further row giving totals, inclusive of allowance for late returns, is now given.

Table 3 (a) Private direct investment (excluding oil and insurance) by area and main countries (1)

£ million

Area and Country	1959 (4)		1960 (4)		1961 (4)		*1962 (4)*	
	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals
NORTH AMERICA	− 51·4	+112·7	+ 42·8	+102·0	− 36·0	+195·5	*− 13·9*	*+ 81·7*
U.S.A.	− 15·7	+ 97·2	− 15·3	+ 84·3	− 19·6	+181·6	*− 7·3*	*+ 78·0*
Canada	− 35·7	+ 15·5	− 27·5	+ 17·7	− 16·4	+ 13·9	*− 6·7*	*+ 3·7*
LATIN AMERICA	− 11·7	+ 0	− 14·6	+ 0·2	− 20·2	..	*− 12·0*	..
of which: Peru	+ 1·3	—	− 0·4	—	− 0·1	—	*− 0·9*	..
Chile	− 0·6	—	− 0·6	—	− 1·7	—	*− 0·6*	..
Brazil	− 5·3	..	− 4·0	..	− 4·3	..	*− 2·6*	*− 0*
Uruguay	− 0	..	..	..	− 0·1	..	*+ 0·2*	..
Argentine	− 3·1	—	− 4·0	..	− 8·6	..	*− 5·5*	..
WESTERN EUROPE (2)	− 19·9	+ 17·3	− 25·2	+ 15·8	− 37·7	+ 29·1	*− 47·9*	*+ 17·1*
EFTA of which:	− 0·7	+ 8·3	− 3·9	+ 11·5	− 10·7	+ 10·4	*− 16·8*	*+ 15·7*
Portugal	− 0·2	..	+ 0·1	..	− 0·6	..	*− 0·5*	..
Switzerland	− 0·1	+ 5·9	− 1·6	+ 9·3	− 4·4	+ 10·2	..	*+ 15·6*
Denmark	− 0·3	+ 0·4	− 0·7	+ 0·3	− 0·9	+ 0·6	*− 1·3*	*+ 0·4*
EEC of which:	− 16·1	+ 8·8	− 20·8	+ 3·5	− 24·8	+ 16·6	*− 30·7*	*+ 1·2*
West Germany	− 6·7	+ 0·9	− 5·0	+ 1·2	− 9·2	+ 0·7	*— 12·3*	*+ 0·7*
Netherlands	+ 0·1	+ 5·2	− 2·0	+ 2·0	− 1·9	+ 4·1	*− 4·4*	*+ 1·9*
Belgium	− 3·3	+ 0·7	− 4·6	+ 0·9	− 1·6	+ 0·8	*− 6·2*	*− 0·7*
France	− 4·4	+ 1·0	− 5·3	− 1·1	− 9·4	+ 11·2	*− 7·2*	*− 0·5*
Italy	− 1·8	+ 0·9	− 4·0	+ 0·5	− 2·6	− 0·2	*− 0·6*	*− 0·2*
Rest of Western Europe	− 3·1	+ 0·2	− 0·5	+ 0·8	− 2·2	+ 2·2	*− 0·3*	*+ 0·2*
OTHER NON-STERLING AREAS (2)	− 5·6	− 0·6	− 5·1	+ 1·1	− 1·8	..	*+ 0·7*	..
of which: Iraq	+ 0·2	—	+ 1·2	..	− 0	—	..	—
Iran	− 0·2	—	− 0·4	—	− 0·3	—	*+ 0·1*	..
Indonesia	− 1·3	..	− 2·2	..	− 0·8	..	*+ 0·2*	..
Thailand	+ 0·1	..	− 0·3	—	− 0·4	..	*− 0·4*	..
OVERSEAS STERLING AREA	−101·1	+ 6·7	−153·2	+ 13·1	−116·0	+ 4·7	*− 83·9*	*+ 0·7*
of which: South Africa	− 11·3	+ 3·4	− 18·9	+ 5·5	− 8·0	+ 0·3	*− 13·5*	*+ 2·9*
India	− 12·4	+ 0	− 13·5	..	− 13·1	− 0·3	*− 9·1*	..
Australia and Dependencies	− 27·3	+ 0	− 59·5	− 0·4	− 32·6	+ 0·9	*− 35·7*	*− 0·2*
New Zealand	− 4·2	..	− 6·0	..	− 5·7	..	*− 6·0*	*− 0·1*
Federation of Rhodesia and Nyasaland	− 13·5	..	− 12·8	..	− 14·1	..	*− 8·1*	*+ 0·1*
Pakistan	− 2·4	..	− 1·8	..	− 2·0	..	*− 1·8*	..
Singapore	− 1·2	− 0·1	− 0·6	..	+ 0·1	..	*− 0·5*	..
Federation of Malaya	− 5·7	..	− 8·6	..	− 6·9	..	*− 3·7*	..
Nigeria	− 3·9	..	− 6·9	..	− 9·8	..	*+ 5·2*	..
Sierra Leone	..	—	− 1·1	—	− 2·2	—	*− 1·4*	—
Ghana	− 2·8	—	− 4·1	—	− 1·8	—	*− 2·6*	..
Kenya	− 1·2	—	− 2·6	—	− 1·8	—	*− 0·4*	..
Uganda	+ 0·1	—	− 0	—	..	—	*− 0·2*	—
Hong Kong	− 0·8	..	− 0·4	..	− 1·3	+ 0·1	*− 2·1*	*− 0*
Jamaica	− 2·3	..	− 4·7	..	− 2·0	—	*+ 2·6*	..
Trinidad	− 1·6	—	− 2·6	..	− 0·1	..	*− 2·7*	..
British Guiana	− 0·1	—	+ 0·7	—	+ 0·4	—	..	..
Other British West Indian Territories	− 0·4	..	− 2·6	..	− 4·8	..	*− 5·2*	..
Persian Gulf States	− 1·0	—	+ 0	—	− 0·3	—	*− 0·1*	—
Irish Republic	− 0·9	+ 0·1	− 4·7	− 0·1	− 4·2	+ 0	*− 1·8*	*+ 0·1*
Remainder	− 8·2	..	− 2·6	..	− 5·7	..	*+ 1·2*	..
Total	−189·6	+136·6	−241·1	+132·1	−211·6	+226·7	*+ 158·9*	*+ 101·1*
Including allowance for non-response	−196	+146	−247	+135	−226	+236	+212	+137

indications however that 1961 was exceptional in this respect. EFTA countries increased their investment in the United Kingdom their share of the total rising to 16 per cent in 1962 compared with 5 per cent in 1961 and 9 per cent in 1960.

The pattern of earnings of United Kingdom investments abroad (Table 3, (b)) remain substantially the same as in 1961. The share of earnings in the sterling area fell slightly, but South Africa and Australia maintained their pre-eminent positions. The proportion of total earnings from investments in Western Europe declined slightly while in contrast that of investments in North America increased from 15 per cent in 1961 to 17 per cent in 1962. In 1962 American interests again represented more than three-quarters of the total earnings of overseas enterprises in the United Kingdom.

Table 3 (b) Earnings of private direct investment (excluding oil and insurance) by area and main countries (3)

£ million

Area and Country	1959 (4)		1960 (4)		1961 (4)		*1962 (4)*	
	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals
NORTH AMERICA	+ 40·7	−105·9	+ 36·2	−112·3	+ 36·3	−107·2	*+ 38·3*	*−107·6*
U.S.A.	+ 19·9	− 96·6	+ 18·0	−102·0	+ 18·0	− 96·8	*+ 20·1*	*− 99·6*
Canada	+ 20·7	− 9·2	+ 18·2	− 10·3	+ 18·4	− 10·5	*+ 18·3*	*− 8·0*
LATIN AMERICA	+ 11·4	− 0	+ 14·5	− 0·1	+ 11·3	+ 0·1	*+ 11·5*	..
of which: Peru	+ 0·4	—	+ 0·4	—	+ 0·4	—	*+ 0·4*	—
Chile	+ 0·8	—	+ 0·5	—	+ 0·4	—	*+ 0·5*	..
Brazil	+ 3·3	..	+ 5·0	—	+ 4·0	..	*+ 3·0*	—
Uruguay	+ 0·1	..	+ 0·2	..	+ 0·1	—	*+ 0*	..
Argentine	+ 3·0	—	+ 4·1	..	+ 2·2	..	*+ 2·1*	..
WESTERN EUROPE (2)	+ 23·3	− 17·8	+ 21·7	− 16·7	+ 28·0	− 13·8	*+ 25·0*	*− 12·5*
EFTA of which:	+ 4·4	− 7·0	+ 5·1	− 8·7	+ 5·6	− 5·6	*+ 4·8*	*− 6·9*
Portugal	+ 2·0	..	+ 2·1	..	+ 2·3	..	*+ 2·2*	..
Switzerland	+ 0·6	− 5·0	+ 1·0	− 6·6	+ 1·3	− 4·1	*+ 1·5*	*− 5·0*
Denmark	+ 0·5	− 0·2	+ 0·4	− 0·5	+ 0·4	− 0·4	*+ 0·4*	*− 0·6*
EEC of which:	+ 17·2	− 10·0	+ 14·8	− 6·5	+ 20·5	− 6·6	*+ 17·9*	*− 4·7*
West Germany	+ 9·8	— 0·2	+ 10·1	− 0·3	+ 12·8	− 0·2	*+ 13·0*	*− 0·3*
Netherlands	+ 1·4	− 5·7	+ 1·6	− 2·9	+ 2·2	− 2·5	*+ 1·8*	*− 2·9*
Belgium	+ 1·6	− 0·6	+ 0·7	− 0·6	+ 1·3	− 0·8	*+ 2·7*	*− 0·8*
France	+ 3·7	− 3·3	+ 2·2	− 2·6	+ 2·9	− 3·2	*+ 1·2*	*− 0·9*
Italy	+ 0·7	− 0·2	+ 0·2	− 0	+ 1·3	+ 0·1	*− 0·9*	*+ 0·2*
Rest of Western Europe	+ 1·7	− 0·8	+ 1·8	− 1·5	+ 1·9	− 1·6	*+ 2·2*	*− 0·9*
OTHER NON-STERLING AREAS (2)	+ 9·3	− 0·7	+ 7·9	− 1·0	+ 5·7	− 1·3	*+ 3·8*	..
of which: Iraq	− 0·4	—	− 0·9	—	+ 0·8	—	*+ 0·3*	—
Iran	+ 0·3	—	+ 0	—	+ 0	—	*− 0*	—
Indonesia	+ 1·8	..	+ 1·9	..	+ 1·9	..	*+ 0*	..
Thailand	+ 0·5	..	+ 0·3	..	+ 0·7	—	*+ 0·5*	—
OVERSEAS STERLING AREA	+140·7	− 2·4	+167·4	− 2·7	+153·8	− 1·3	*+142·7*	*− 4·1*
of which: South Africa	+ 21·1	− 0·6	+ 26·3	− 0·3	+ 25·0	+ 2·6	*+ 28·7*	*− 0·3*
India	+ 17·1	+ 0	+ 19·3	..	+ 20·2	+ 0	*+ 16·1*	..
Australia and Dependencies	+ 28·6	− 0·3	+ 32·4	− 0·5	+ 24·8	− 0·8	*+ 28·5*	*− 0·6*
New Zealand	+ 4·2	..	+ 7·4	—	+ 5·0	..	*+ 6·0*	—
Federation of Rhodesia and Nyasaland	+ 9·3	..	+ 11·9	..	+ 10·9	..	*+ 9·2*	..
Pakistan	+ 2·8	..	+ 2·4	..	+ 2·6	..	*+ 2·9*	..
Singapore	+ 1·2	− 0·1	+ 1·4	..	+ 1·5	..	*+ 0·6*	..
Federation of Malaya	+ 15·2	..	+ 19·3	—	+ 19·5	—	*+ 14·6*	—
Nigeria	+ 4·9	..	+ 6·4	..	+ 4·0	..	*+ 0·8*	..
Sierra Leone	..	—	+ 2·4	—	+ 3·1	—	*+ 3·8*	—
Ghana	+ 6·6	—	+ 7·3	—	+ 7·4	—	*+ 5·1*	—
Kenya	+ 1·4	—	+ 1·3	—	+ 1·2	—	*+ 1·3*	—
Uganda	+ 0·1	—	+ 0·1	—	..	—	*+ 0·3*	—
Hong Kong	+ 3·1	..	+ 3·9	..	+ 3·7	..	*+ 2·9*	..
Jamaica	+ 0·5	..	+ 1·0	..	+ 0·9	..	*+ 0*	..
Trinidad	+ 1·8	—	+ 1·1	..	+ 1·2	..	*+ 0·8*	..
British Guiana	+ 1·3	—	+ 1·2	—	+ 1·2	—	*+ 1·7*	—
Other British West Indian Territories	+ 0·5	..	+ 0·7	..	+ 0·7	..	*+ 2·3*	..
Persian Gulf States	+ 0·7	—	+ 0·7	—	+ 0·5	—	*− 0·1*	—
Irish Republic	+ 6·6	− 0·3	+ 6·9	+ 0·3	+ 8·8	− 0·4	*+ 8·5*	..
Remainder	+ 13·7	..	+ 14·0	..	+ 11·5	..	*+ 8·5*	..
Total	+225·3	−126·8	+247·9	−132·9	+235·2	−123·6	*+221·1* (5)	*−125·5* (6)
Including allowance for non-response	+238	−136	+258	−137	+251	−128	+275	−131

Notes to Table 3.

(1) Including long- and short-term investment and unremitted profits. + Overseas Investment in the United Kingdom; − United Kingdom Investment overseas.
(2) Depencies of Western European countries are included in 'Other Non-Sterling Areas'.
(3) Including unremitted profits. − United Kingdom debit; + United Kingdom credit.
(4) Coverage incomplete. See prefatory note to Table 3.
(5) In 1962, banking and finance, mainly through branches, accounted for 5 per cent of this total.
(6) In 1962, banking and finance, mainly through branches, accounted for 6 per cent of this total.
In the tables: '0' means less than half of the final digit shown. .. means figures not available owing to disclosure.
Owing to rounding figures may not add through to the total.

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WHOLESALE PRICE INDICES

Prices of materials rise

PRICES OF MATERIALS and fuel used in the non-food sector of manufacturing industry increased in October. The index, reflecting increases on a broad front, rose to 104·8 compared with an average of 104·2 in the third quarter and 102·5 in the fourth quarter of last year. The index for the food sector increased further under the influence of higher sugar and wheat prices and was nearly a fifth higher than two months ago.

Output prices continued to edge upwards. Prices of the non-food

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962		1963			1962	1963						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Oct.	April	May	June	July	Aug.	Sept.	Oct.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	99·5	100·4	102·1	102·1	101·5*	99·5	102·2	104·6	99·6	101·2	100·2*	103·0*	106·4*
	Basic materials	94·7	95·7	97·5	97·5	96·8*	94·7	97·6	100·3	94·7	96·5	95·3*	98·6*	102·4*
	Fuel	136·4	137·1	137·5	137·5	137·6*	136·6	137·6	137·5	137·5	137·5	137·6*	137·6*	137·6*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	102·2	102·5	103·6	104·2	104·2*	102·1	104·0	104·2	104·5	104·5	104·1*	104·1*	104·8*
	Basic materials other than fuel	96·2	96·5	97·7	98·4	98·3*	96·1	98·1	98·4	98·8	98·7	98·2*	98·2*	99·1*
211 to 229	Materials and fuel used in the food manufacturing industries.	93·5	96·1	98·7	97·5	95·8*	94·0	98·3	104·7	89·6	9·.4	92·4*	100·7*	108·9*
263 to 277	Materials and fuel used in the chemicals and allied industries.	104·3	104·3	105·1	106·9	108·0*	103·9	106·6	106·8	107·3	107·8	108·0*	108·2*	108·4*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	130·2	130·5	130·6	130·7	130·7*	130·4	130·6	130·8	130·7	130·7	130·7*	130·7*	130·8*
361	Materials and fuel used in the electrical machinery industry.	120·1	120·3	120·4	120·7	120·9*	120·2	120·6	120·8	120·8	120·9	120·8*	120·9*	121·2*
Order X	Materials and fuel used in the textile industries	90·5	91·4	94·5	95·6	95·9*	90·6	95·2	95·4	96·3	96·3	95·6*	95·8*	97·4*
Order XIV	Materials and fuel used in the timber industries	109·1	108·9	109·2	109·6	109·8*	109·0	109·3	109·7	109·7	109·7	109·9*	109·9*	110·1*
Order XV	Materials and fuel used in the paper industries	104·8	104·2	105·2	105·6	106·9*	103·6	105·5	105·6	105·7	106·9	106·9*	107·0*	107·2*
Order XVII	Construction materials	120·6	120·8	121·0	121·4	122·3*	120·8	121·2	121·3	121·7	122·2	122·4*	122·4*	122·5*
Part of Order XVII	House building materials	120·4	120·6	120·7	121·1	122·2*	120·6	120·9	121·1	121·4	122·0	122·2*	122·3*	122·3*

* Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962		1963			1962	1963						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Oct.	April	May	June	July	Aug.	Sept.	Oct.
Orders III to XVI	All manufactured products: Total sales	118·3	118·7	119·0	119·5	119·9*	118·7	119·3	119·9	119·2	119·8	119·7*	120·2*	120·5*
	Home market sales	118·8	119·2	119·6	119·9	120·2*	119·1	119·8	120·5	119·5	120·1	120·0*	120·6*	121·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	119·6	120·1	120·3	120·8	120·7*	120·1	120·6	120·8	121·0	120·7	120·7*	120·8*	120·9*
	Home market sales	120·8	121·1	121·4	121·8	122·0*	121·1	121·7	121·8	121·8	122·0	122·0*	122·2*	122·2*
211 to 229	Products of the food manufacturing industries: Home market sales	111·5	112·3	113·3	113·1	113·5*	111·8	113·1	115·9	110·3	112·9	112·3	115·3*	117·4*
263 to 277	Chemicals and allied industries: Total sales	102·4	102·2	102·4	102·9	103·8*	102·4	102·8	102·8	103·2	103·6	103·8*	103·8*	104·0*
	Home market sales	104·2	103·9	104·1	104·5	105·0*	103·8	104·4	104·5	104·6	104·9	105·0*	105·0*	105·3*
311 and 312	Iron and steel industries: Total sales	129·0	129·0	129·0	128·7	128·7*	129·1	128·8	128·8	129·6	128·7	128·7	128·6*	128·7*
	†Home market sales	133·8	133·8	133·9	133·7	133·7	133·8	133·7	133·7	133·6	133·7	133·7	133·6	133·7*
Order X	Textile industries other than clothing: Total sales	103·7	103·9	104·8	105·4	105·8*	103·5	105·0	105·4	105·7	105·8	105·8	105·9*	105·9*
	Home market sales	102·4	102·5	103·0	103·6	104·0*	102·3	103·2	103·8	103·8	104·0	103·9	104·1*	104·2*
Order XII	Clothing and footwear: Home market sales	110·6	110·6	110·5	110·6	110·8*	110·6	110·5	110·6	110·7	110·8	110·8	110·8	110·9*
Order XIV	Timber industries: Home market sales	112·0	112·1	112·0	112·1	112·3*	112·1	112·0	112·2	112·1	112·3	112·3*	112·3*	112·4*
481 to 483	Paper industries: Home market sales	111·0	111·1	111·3	111·3	111·7*	111·1	111·3	111·3	111·2	111·3	111·8*	112·0*	112·0*
Order XVII	New construction‡	123	123	125	126	127*				126			127*	

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs: figures relate to average for the quarter.

sector continued their gradual rise of between 1 and 2 per cent per annum. The index for the food sector increased quite sharply again and was some 3½ per cent up on the third quarter and more than 5 per cent up on a year earlier.

Materials and fuel used in broad sectors of industry

Two-thirds of the increase in the food sector index was caused by higher sugar prices while half of the remainder was due to higher prices for grain resulting from strong international demand, rising freight rates and a smaller domestic wheat crop. The index for October was 16 per cent up on a year earlier; excluding sugar the increase was still nearly 10 per cent.

Each of the indices for the other broad sectors of industry increased in October. The most marked rise was in the textile industries, largely as a result of higher prices for raw wool, which more than offset the slight fall during the third quarter and brought the index up to 97·4 in the fourth quarter of last year. The increases in the other sectors were small and only the indices for the chemical and allied industries and for the paper industries have risen by more than 1 per cent in the last twelve months: the smallest rise of about half per cent has been in the mechanical engineering index.

Prices of materials used in the construction industry and in house building have also increased gradually during this year and are now some 1½ per cent up on a year earlier.

Output of broad sectors of industry

A further rise of nearly 2 per cent in output prices of the food

3 (a). Commodities produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 15, 1963. (monthly averages)

	1962	1963			
	Oct.	April	Aug.	Sept.	Oct.
Coal†	150·6	156·1	151·4	151·5*	151·5*
Slates	150·7	150·7	161·1	161·1	161·1
Salt	114·3	114·0	114·0	114·0	114·0
Flour	111·9	110·9	112·6	112·6	112·6*
Sugar, refined	115·0	133·9	89·7	124·0	156·6*
Chocolate and sugar confectionery	105·7	106·3	107·0	107·0	107·1*
Beer	102·9	105·8	107·1	107·1	107·1*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	126·8
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	126·6	128·0	128·4	128·4	128·4
General chemicals	100·8	98·7	98·8	98·9*	99·0*
Pharmaceutical chemicals	68·5	65·8	65·9	65·8	65·8*
Pharmaceutical preparations	98·7	98·5	98·2	98·0*	98·1*
Toilet preparations	125·8	128·2	129·7	129·7	129·7*
Paint for building and decorating	112·9	113·5	113·6	113·7*	113·7*
Soap	134·1	135·3	135·3	135·3	135·6
Soapless detergents	98·4	100·7	100·7	100·7	100·7
Synthetic resins and plastic materials	78·1	77·4	76·8	76·8*	76·8*
Steel sheets	133·7	133·7	132·3	132·3	132·3
Tinplate	120·3	119·8	119·8	119·8	119·8
Other steel goods (excluding tubes)	133·3	133·3	133·4	133·3	133·4*
Steel tubes	138·7	138·8	138·8	138·8	138·8
Iron castings	143·1	143·1	142·8	142·9	142·9*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	132·3	132·3	132·3	133·4
Rolled	122·8	122·8	122·8	122·8	124·0
Castings	128·3	130·5	134·2	134·2	134·2
Forgings	128·7	128·7	128·7	128·7	128·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	94·9	96·9	95·7	95·4	95·8
Photographic paper and films, etc.	120·4	123·2	124·7	124·6	124·6*
Spectacles, etc.	121·5	122·4	122·4	122·4	122·4*
Dental goods	128·9	130·1	131·0	131·0	131·0*
Gramophone records	117·2	119·9	125·0	125·0*	125·0*
Domestic electrical appliances	100·5	99·8	99·7	99·7*	99·7*
Perambulators, etc.	120·6	122·7	122·7	122·7	122·7*
Tools and implements	136·7	137·9	138·0	138·2	138·4*

	1962	1963			
	Oct.	April	Aug.	Sept.	Oct.
Cutlery	128·4	130·0	130·4	130·4	130·4*
Cutlery (other than razors and razor blades)	121·6	126·5	127·8	127·8	127·8
Spoons and forks	137·2	140·9	143·0	143·0	143·0
Galvanized cisterns, tanks and cylinders	145·0	145·0	151·1	151·1	151·1
Domestic hollow-ware	138·1	138·8	140·2	140·2	140·2
Domestic gas appliances	110·8	109·9	110·6	110·6	110·6*
Cotton yarn	89·4	88·5	89·0	89·0	90·2
Spun rayon yarn	90·8	91·6	96·7	97·4	97·3*
Irish linen yarns (wetspun)	103·6	112·1	113·6	113·6	113·6
Cotton cloth	95·2	95·1	94·9	94·9*	95·0*
Linen	106·6	112·2	113·2	114·5	115·4*
Rayon and acetate fabric	111·6	111·1	110·8	110·8	110·7*
Wool tops	77·7	87·8	90·3	88·2	90·6
Worsted yarns	88·2	95·8	98·1	95·4	96·6
Harris tweed	100·0	100·0	102·8	108·3	108·3
Serge cloth	91·0	95·7	97·4	97·1	97·0
Jute yarn	107·7	104·2	104·2	104·2	104·2
Jute piece-goods	108·7	105·9	106·2	108·3	112·4*
Rope, twine and net	110·9	119·9	124·1	124·0	124·4*
Hosiery and other knitted goods	95·3	95·1	96·7	96·7*	96·8*
Carpets and rugs	119·1	119·1	119·4	119·4	119·4
Canvas goods and sacks	108·7	102·1	100·1	100·5*	99·7*
Leather for footwear	105·4	104·6	103·7	103·9*	104·3*
Travel goods	118·1	118·7	118·7	119·7	120·0
Made-up clothing	109·7	109·6	109·8	109·9*	110·0*
Weatherproof outerwear	102·0	102·2	101·9	101·9*	102·0*
Men's and boys' tailored outerwear	111·4	111·2	111·5	111·7*	111·9*
Women's and girls' tailored outerwear	108·0	107·1	108·0	108·0	108·0*
Women's and girls' light outerwear	107·8	108·4	108·6	108·5*	108·5*
Footwear (excluding rubber)	112·2	112·2	112·3	112·2*	112·1*
Refractory goods, including bricks	144·6	144·6	144·6	144·6*	144·6*
Non-refractory goods, including bricks	123·1	123·4	126·5	126·7*	126·8*
Building bricks, common, other than fletton, *ex works.*	124·4	124·7	127·5	127·9*	128·2*
Building bricks, fletton common, *delivered.*	115·8	115·8	119·3	119·3	119·3*
Electrical porcelain	123·8	123·8	123·8	123·8	127·9
Domestic china and earthenware‡	135·5	136·0	136·3	136·0	136·3
Glass (other than containers)	128·6	129·0	130·5	130·5*	130·5*
Glass containers	122·3	118·4	118·4	118·4*	118·4*

* Provisional figure.
† This index is based on prices ruling on the last day of the month.
‡ Revised Series: May 136·0; June 136·3; July 136·3.

sector in October brought the index up to 117·4 compared with 113·5 in the third quarter and 112·3 in the fourth quarter of last year. Higher prices of refined sugar have been largely responsible for the rise in the index; excluding sugar, prices were no more than half per cent up on the third quarter and some 2 per cent more than in the fourth quarter of last year. There were only marginal rises in the output price indices for the other broad sectors of industry. The largest increase was that of 0·3 points in the output prices of the chemicals and allied industries which raised the index, provisionally, to 105·3 compared with 105·0 in the third quarter and 103·9 at the end of 1962. Of the other sectors distinguished in Table 2 the largest rise on a year ago, of nearly 2 per cent, was in the index for the textile industries.

3 (a). (*Continued*). Commodities produced in the United Kingdom — 1954 = 100

(monthly averages)

	1962	1963			
	Oct.	April	Aug.	Sept.	Oct.
Cement, delivered	120·0	120·0	124·4	124·4	124·4
Abrasive paper and cloth	123·4	126·9	126·9	126·9	128·7
Cast stone and cast concrete products	109·0	108·9	109·0	109·0	108·8*
Home-grown hardwood	97·4	97·4	97·4	97·4*	97·4*
Domestic furniture	116·4	116·3	116·6	116·6	116·7*
Bedding, etc.	109·2	109·1	109·1	109·1	109·1*
Wooden boxes, packing cases, crates, etc.	114·8	115·4	115·4	115·3	116·1
Paper and board	109·8	109·7	110·0	110·3*	110·3*
Cardboard boxes, cartons and fibreboard packing cases	109·7	110·1	110·5	110·5	110·5*
Wallpaper	131·2	131·2	131·2	131·6	131·7
Paper bags	112·2	112·2	116·2	118·4	118·4
Manufactured stationery	118·2	119·2	118·4	118·4*	118·4*
Other manufactures of paper and board	102·1	102·2	103·5	103·8*	103·8*
Rubber tyres and tubes	120·2	123·4	123·4	123·4	123·4
Rubber goods (other than tyres and tubes)	115·2	115·9	114·0	114·0*	114·0*
Rubber footwear	125·9	125·9	125·9	125·9	125·9
Linoleum and felt base	126·5	126·5	130·9	130·9	130·9
Brushes and brooms	131·7	135·2	135·2	135·2	135·2*
Toys and games	116·6	118·9	119·0	119·0*	119·0*
Sports equipment	129·1	133·8	133·8	133·8*	133·8*
Pens and pencils	112·7	113·3	114·0	114·0*	114·0*
Other stationers' goods	126·9	126·9	126·9	126·9	126·9
Plastic mouldings	102·1	103·3	103·5	103·5*	103·5*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom — 1954 = 100

(monthly averages)

	1962	1963			
	Oct.	April	Aug.	Sept.	Oct.
Hides and skins	90·8	80·3	75·8	73·5	74·5*
Imported	98·7	88·8	82·1	79·7	81·9
Native	78·9	67·5	66·4	64·1	63·5*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	115·4	115·4	115·4	117·8*
Copper, ex-ship, wharf or warehouse	94·2	94·2	94·2	94·2	94·2
Lead, ex-ship, wharf or warehouse	54·9	60·0	69·5	70·3	72·2
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9*
Tin, ingot, min. 99·75 per cent, settlement price	118·9	122·3	125·7	129·8	130·5
Zinc, ex-ship, wharf or warehouse	84·4	94·8	97·6	97·9	102·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	122·6	113·4	106·0	106·6	110·3
Palm oil, c.i.f., in bulk	84·5	93·3	97·5	97·5	97·6
Whale oil, acid, soft, naked, ex-works	65·5	70·2	64·4	63·1	63·3
Pyrites, c.i.f., United Kingdom ports	58·0	56·6	60·0	57·3	56·6
Rubber, No. 1 R.S.S. one month future	114·1	112·1	103·0	98·9	104·1
Sulphur, crude (for acid making), c.i.f.	74·1	67·8	65·6	65·6	65·6
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	156·7	154·6	157·0	157·4	159·0
Cotton, raw	72·1	71·7	70·9	70·6	70·5
Jute, raw, 'Mill Lightnings', c.i.f. Dundee	116·4	124·6	117·0	117·9	119·5
Jute, raw, 'Mill Hearts', c.i.f. Dundee	113·0	110·7	112·0	112·9	114·5
Silk, raw, delivered mill	126·1	162·3	136·6	128·5	124·6*
Sisal, East Africa No. 1 Grade, c.i.f. London	123·1	172·7	172·7	172·7	172·7
Wool, raw	75·2	86·1	87·8	87·6	91·4*
Crossbred, medium and coarse, c.i.f. U.K.	82·3	93·3	100·9	100·9	108·9
Crossbred, fine, c.i.f. U.K.	75·2	88·2	90·7	89·7	94·2
Merino, c.i.f. U.K.	71·2	82·4	81·3	80·5	83·4
Timber:					
Imported hardwood (ex-yard or wharf)	108·5	109·5	109·9	110·3*	110·9*
Imported plywood (delivered to consumers)	97·8	99·9	99·9	99·8	99·8
Imported softwood (delivered to consumers)	103·7	103·4	104·7	104·7	105·0
Woodpulp, imported	91·0	93·6	96·4	96·4	96·7*

* Provisional figure.

NOTES ON WHOLESALE PRICES

The notes on index numbers of wholesale prices (1954 = 100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 15, 1963.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7250.

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United Kingdom trade by air continues to increase

Table 1

Value of trade compared with total trade figures

Year	Imports			U.K. Exports			Re-exports		
	Total	By air		Total	By air		Total	By air	
	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. f.o.b.	£m. f.o.b.	Per cent of Total U.K. Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports
1958	3,747·5	99·0	2·6	3,176·2	103·7	3·3	141·2	27·6	19·5
1959	3,983·4	137·4	3·4	3,330·1	142·9	4·3	130·9	24·5	18·7
1960	4,540·7	176·1	3·9	3,554·8	177·7	5·0	141·2	29.0	20·5
1961	4,395·1	202·9	4·6	3,681·5	219·7	6·0	158·6	30·1	19·0
1962	4,492·2	226·5	5·0	3,791·8	235·0	6·2	157·7	41·1	26·0
1961 January–June	2,271·8	101·2	4·5	1,871·5	108·7	5·8	79·1	14·1	17·8
July–December	2,123·3	101·7	4·8	1,810·0	111·0	6·1	79·5	16·0	20·1
1962 January–June	2,249·7	114·6	5·1	1,913·8	117·6	6·1	81·3	20·5	25·2
July–December	2,242·5	111·9	5·0	1,878·0	117·5	6·3	76·4	20·6	27·0
1963 January–June	2,336·5	123·5	5·3	2,028·6	123·1	6·1	79·6	21·7	27·3

Table 2

Commodity composition of United Kingdom exports

Selected Divisions	1962			January–June 1963		
	Total U.K. Exports	U.K. Exports by Air		Total U.K. Exports	U.K. Exports by Air	
	£m. f.o.b.	£m. f.o.b.	Per cent of Total Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Exports
00.* Live animals (excluding zoo animals, dogs and cats)	16·9	3·6	21	8·1	2·0	25
21. Hides, skins and fur skins undressed	5·0	0·6	11	2·4	0·4	16
51. Chemical elements and compounds	83·0	1·4	2	44·9	1·4	3
54. Medicinal and pharmaceutical products	56·0	10·0	18	26·6	5·0	19
61. Leather and leather manufactures and dressed furs	23·9	4·4	18	13·9	3·2	23
62. Rubber manufactures	47·3	0·9	2	25·7	0·6	2
65. Textile yarn, fabrics, made-up articles	245·0	10·7	4	125·0	5·8	5
68. Non-ferrous metals	131·8	10·3	8	61·2	6·5	11
69. Manufactures of metal	137·7	3·0	2	66·6	1·8	3
71. Machinery other than electric	800·2	63·1	8	443·0	30·1	7
72. Electrical machinery, apparatus and appliances	286·8	30·1	11	166·1	15·7	9
EX 73. Railway vehicles, road vehicles and parts, aircraft parts, ships and boats	555·3	24·4	4	307·4	12·4	4
84. Clothing	34·7	10·2	29	16·3	4·5	28
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	62·9	17·5	28	36·9	10·4	28
89. Miscellaneous manufactured articles	120·8	21·7	18	57·4	10·5	18
All other goods	1,184·5	23·1	2	627·0	12·8	2
Total	3,791·8	235·0	6	2,028·6	123·1	6

*Figures shown under this heading include horses exported temporarily for racing, breeding or other purposes.

Table 3

Commodity composition of imports

Selected Divisions	1962			January–June 1963		
	Total Imports	Imports by Air		Total Imports	Imports by Air	
	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports
00.*Live animals (excluding zoo animals, dogs and cats)	46·3	3·8	8	23·7	1·9	8
21. Hides, skins and fur skins undressed	46·4	10·8	23	27·1	8·8	32
28. Metalliferous ores and metal scrap	139·0	6·3	5	67·6	2·6	4
51. Chemical elements and compounds	66·0	4·9	7	35·9	2·5	7
54. Medicinal and pharmaceutical products	5·4	1·9	36	2·7	0·9	34
61. Leather, leather manufactures and dressed fur skins	24·8	3·0	12	12·6	1·5	12
65. Textile yarn, fabrics, made up articles	135·0	19·8	15	70·9	9·5	13
68. Non-ferrous metals	241·3	2·0	1	115·4	1·6	1
69. Manufactures of metal	30·4	3·3	11	15·2	1·7	11
71. Machinery other than electric	244·8	52·9	22	127·1	24·4	19
72. Electrical machinery, apparatus and appliances	80·1	32·2	40	43·0	18·0	42
EX 73. Railway vehicles, road vehicles and parts, aircraft parts, ships and boats	64·6	9·6	15	29·9	6·2	21
84. Clothing	53·8	16·4	31	29·8	8·1	27
85. Footwear	17·6	4·9	28	10·1	2·3	23
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	44·6	19·1	43	26·0	11·1	43
89. Miscellaneous manufactured articles	77·3	24·1	31	44·5	15·1	34
All other goods	3,174·8	11·5	0	1,655·0	7·6	5
Total	4,492·2	226·5	5	2,336·5	123·5	5

*Figures shown under this heading include horses imported temporarily for racing, breeding or other purposes.

Table 4

Commodity composition of re-exports

Selected Divisions	1962			January–June 1963		
	Total Re-exports	Re-exports by Air		Total Re-exports	Re-exports by Air	
	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports
21. Hides, skins and fur skins undressed	27·6	12·8	46	15·9	7·6	48
61. Leather, leather manufactures, and dressed furs	2·8	1·2	42	1·7	0·9	49
68. Non-ferrous metals	15·3	2·9	19	6·7	0·9	13
71. Machinery other than electric	17·4	11·1	64	8·5	5·2	62
72. Electrical machinery, apparatus and appliances	6·5	4·4	69	4·3	2·1	50
EX 73. Railway vehicles, road vehicles and parts, aircraft parts, ships and boats	3·2	2·0	63	1·6	1·2	73
89. Miscellaneous manufactured articles	5·1	3·5	68	3·2	2·1	65
All other goods	79·8	3·2	4	37·7	1·7	5
Total	157·7	41·1	26	79·6	21·7	27

Table 5

Imports from and United Kingdom exports and re-exports to selected countries

	Imports						U.K. Exports						Re-exports					
	1962			January–June 1963			1962			January–June 1963			1962			January–June 1963		
	Total Imports	Imports by Air		Total Imports	Imports by Air		Total U.K. Exports	U.K. Exports by Air		Total U.K. Exports	U.K. Exports by Air		Total Re-exports	Re-exports by Air		Total Re-exports	Re-exports by Air	
	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports
West Germany	193·6	23·2	12·0	99·9	10·7	10·7	199·3	20·2	10·1	109·9	12·7	11·6	25·6	8·2	31·9	12·4	3·3	26·6
Netherlands	197·5	10·4	5·3	101·8	6·1	6·0	151·0	13·5	8·9	85·7	7·5	8·7	7·5	0·7	9·7	4·4	0·7	16·9
Belgium	72·6	7·4	10·2	41·0	3·4	8·3	91·9	6·3	6·9	50·0	3·7	7·4	4·7	0·9	18·4	3·6	0·6	17·4
France	131·7	27·2	20·7	71·2	14·1	19·9	138·2	31·5	22·8	90·9	17·7	19·5	14·3	7·0	48·6	7·1	3·4	47·6
Italy	112·9	14·9	13·2	53·6	7·3	13·7	138·8	13·8	9·9	80·9	7·1	8·8	9·4	3·2	33·9	6·3	2·2	35·0
Sweden	157·2	4·2	2·7	75·7	2·4	3·1	154·3	6·4	4·2	85·2	4·2	4·9	4·0	0·6	14·2	2·2	0·4	15·9
Denmark	152·1	2·3	1·5	77·0	1·3	1·7	103·5	2·6	2·5	55·0	1·3	2·4	1·9	0·1	7·6	1·1	0·2	20·4
Switzerland	52·5	15·4	29·3	28·8	8·5	29·4	63·8	6·1	9·5	35·1	3·5	10·1	4·5	1·7	37·2	2·6	1·0	37·2
Irish Republic	138·8	8·6	6·2	70·1	4·5	6·4	135·2	11·1	8·2	72·3	5·7	7·8	6·9	0·5	7·6	3·6	0·3	8·1
United States of America	476·7	57·8	12·1	234·2	34·0	14·5	327·0	41·8	12·8	157·3	19·0	12·1	20·5	10·0	48·7	9·8	4·2	43·2
Canada	349·3	7·7	2·2	171·8	4·4	2·5	187·9	16·9	9·0	82·9	7·1	8·6	6·4	1·8	28·0	2·9	1·2	40·5
India	136·0	3·2	2·4	69·4	1·7	2·4	116·4	4·3	3·7	68·5	1·7	2·5	1·7	0·8	50·2	0·9	0·6	65·5
Australia	185·3	1·9	1·0	91·7	2·4	2·6	228·6	4·8	2·1	122·9	2·1	1·7	2·2	0·3	15·4	1·1	0·2	18·2
Republic of South Africa	103·0	7·0	6·8	62·0	3·0	4·9	146·4	2·5	1·7	99·7	1·4	1·4	2·0	0·3	13·7	1·1	0·1	10·2
Japan	53·2	1·8	3·4	29·4	1·2	4·1	43·3	3·6	8·4	22·5	2·5	11·2	1·6	0·4	24·5	0·9	0·4	44·2
Total of above Countries	2,512·4	193·0	7·7	1,277·6	105·0	8·2	2,225·6	185·4	8·3	1,218·8	97·4	8·0	113·2	36·5	32·2	60·0	18·8	31·3
All other Countries	1,979·8	33·5	1·7	1,058·9	18·5	1·7	1,566·2	49·6	3·2	809·8	25·7	3·2	44·5	4·6	10·5	19·6	2·9	14·9
Grand Total	4,492·2	226·5	5·0	2,336·5	123·5	5·3	3,791·8	235·0	6·2	2,028·6	123·1	6·1	157·7	41·1	26·0	79·6	21·7	27·3

TRADE BY AIR continued to expand during the first half of 1963. Compared with the corresponding period of 1962, imports by air rose by £8.9 million (8 per cent), United Kingdom exports by £5.5 million (5 per cent) and re-exports by £1.2 million (6 per cent).

The increase in value of machinery consigned by air was proportionately less than the increase in total trade in machinery though it still remained by far the largest single group of goods, and provided over a fifth of the total of goods freighted by air.

The country details in Table 5 show that 10.6 per cent of our trade with the European Economic Community went by air, with France particularly prominent, and 12.3 per cent of our total trade with North America likewise, largely to the United States. These two areas accounted for just over a half and about a quarter respectively, of our trade by air.

Statistical note

The order and grouping of the commodity headings in these tables has been revised for 1963 in accordance with the Standard International Trade Classification, *Revised*. Figures under the commodity headings for earlier years have been revised so far as is possible to accord with this revised classification but in some cases comparability is approximate.

Complete aircraft flown out under their own power are included in the totals of all United Kingdom trade but are excluded from the figures of trade by air.

Table 6

Imports from and United Kingdom exports and re-exports to various areas

	Imports by Air		U.K. Exports by Air		Re-exports by Air	
	1962	Jan.-June 1963	1962	Jan.-June 1963	1962	Jan.-June 1963
	£m. c.i.f.	£m. c.i.f.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.
Sterling Area	33·2	17·3	42·3	20·4	3·0	1·7
North America	65·5	38·4	59·0	26·2	11·8	5·4
Latin America	2·5	1·5	4·9	2·9	0·9	0·1
Western Europe	113·3	58·9	111·0	63·9	24·1	12·9
Middle East (except Sterling Middle East countries)	5·9	3·1	9·8	5·0	0·6	0·8
Soviet Union and Eastern Europe	3·2	2·5	2·0	1·1	0·1	0·1
Rest of World	2·9	1·8	6·0	3·6	0·6	0·7
Total	226·5	123·5	235·0	123·1	41·1	21·7

Turnover in the catering trades in September

ALTHOUGH a little lower than in August, the increase in September of 4 per cent on a year earlier in total turnover by the catering trades was much the same as the average of recent months. During the third quarter as a whole totai turnover was 4 per cent above a year earlier, as it was also in the second quarter. Largely because of a poor first quarter, when the severe weather affected trade, turnover up to the end of September compared with a year earlier showed a smaller increase than that between the years 1961 and 1962 – 3 per cent compared with 5 per cent.

Of the kinds of business for which separate figures are given, licensed hotels and holiday camps showed an increase of only 4 per cent in September compared with one of 8 per cent in August, but the increase in August was exceptional and due largely to a low level of turnover a year earlier. Turnover by canteens and catering contractors showed an increase of only 2 per cent in September compared with steady increases of around 6 or 7 per cent cent in earlier months of this year. With public houses showing the same increase as in August, a slightly bigger increase by restaurants, etc., largely off-set the smaller increases by the other kinds of business.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963		96	119	134		94	93	100	111	113	130	136	142	126			
	1962	+5	+6	+6	+4	+4	+7	+7	+3	+7	+1	+9	+5	+4	+3	+5	+5	+2
	1963	+3(a)	+1	+4	+4		Nil	—2	+4	+3	+3	+4	+5	+5	+4			
Licensed hotels and holiday camps: (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963		76	124	167		69	72	85	103	113	149	169	184	151			
	1962	+6	+7	+6	+6	+4	+8	+7	+7	+3	+2	+10	+8	+5	+6	+4	+6	+2
	1963	+4(a)	Nil	+4	+6		—3	—2	+2	+5	+3	+5	+5	+8	+4			
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963		94	117	135		89	92	99	108	110	129	134	147	125			
	1962	+3	+4	+3	+3	+3	+4	+6	+2	+4	—1	+5	+2	+2	+4	+5	+3	+3
	1963	+3(a)	Nil	+4	+4		—3	—2	+4	+4	+4	+5	+3	+4	+5			
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963		98	119	130		98	94	101	115	113	128	133	137	122			
	1962	+5	+6	+8	+4	+4	+9	+8	+2	+10	+1	+11	+6	+5	+3	+7	+5	+1
	1963	+3(a)	+1	+3	+4		+1	—3	+4	+1	+3	+3	+5	+4	+4			
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963		120	113	106		119	122	120	111	119	111	108	96	112			
	1962	+3	+5	+3	+2	+2	+4	+6	+5	Nil	+6	+2	—1	+4	+3	+2	+3	+1
	1963	+6(a)	+7	+7	+4		+5	+6	+8	+7	+7	+6	+6	+6	+2			

(a) Cumulative figure for January to September compared with corresponding period of 1962.

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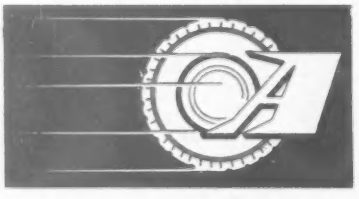

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Output in the wool textile industry

THE VOLUME of production in the wool textile industry in September was 2 per cent more than in September 1962.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops was 3 per cent more. Deliveries of worsted yarn and of woven fabrics (excluding blankets) were 6 and 2 per cent more respectively.

Compared with the same months last year deliveries of worsted yarn in the period January-September were 4 per cent more but deliveries of woven fabrics (excluding blankets) were 1 per cent less.

The total value of manufactures of the woollen and worsted industries (tops, yarns, woven fabrics, etc.) exported in the third quarter was £32·5 million – 3 per cent less than in the high figure for the second quarter but 16 per cent more than in the third quarter of 1962. Comparison with the second quarter shows that the value of woven fabrics exported was 9 per cent more; the value of tops and yarns exported was 20 and 4 per cent less respectively.

Output of the wool textile industry

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets)(*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Mn. lb.*	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1962 1st quarter	121·5	80·9	75·0	60·7	40·9	43·5	8·1
2nd quarter	113·2	73·1	76·0	56·1	42·9	36·0	6·6
3rd quarter	97·4	63·9	66·0	52·4	44·4	33·0	8·1
4th quarter	116·3	76·9	73·0	60·1	47·5	39·7	10·0
1963 1st quarter	121·6	80·9	80·6	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·8	68·8	..	55·8	46·5	34·3	8·5
1962 July	35·8	25·0	..	18·1	16·3	11·7	2·1
Aug.	25·8	15·0	..	14·6	12·1	9·3	2·8
Sept.	35·8	23·8	..	19·7	16·0	12·0	3·2
1963 July	38·7	27·2	..	19·9	17·3	12·6	2·3
August	26·3	15·9	..	15·1	12·3	8·6	2·6
Sept.	37·8	25·7	..	20·8	16·9	13·1	3·6

(*a*) Including hair. (*b*) Estimated. (*c*) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of the products of the wool textile industry

Quarters or quarterly averages

	Wool tops		Yarns (*a*)		Woven fabrics		Other products of the wool textile industry (*b*)	Total
	£ m.	Mn. lb.	£ m.	Mn. lb.	£ m.	Mn. sq. yds.	£ m.	£ m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·01	0·75	29·31
1961:								
1st qtr.	10·45	24·42	4·93	8·04	17·17	24·89	0·94	33·50
2nd qtr.	10·23	24·25	4·19	6·90	15·30	21·86	0·76	30·48
3rd qtr.	9·77	22·37	4·25	6·74	16·54	22·67	0·84	31·39
4th qtr.	9·23	21·06	4·73	7·47	14·86	21·31	0·76	29·58
1962:								
1st qtr.	8·41	19·44	4·65	7·37	16·00	22·72	0·76	29·82
2nd qtr.	8·97	20·89	4·53	7·45	15·38	22·04	0·78	29·66
3rd qtr.	7·35	16·92	4·10	6·55	15·94	22·12	0·71	28·10
4th qtr.	9·11	20·96	4·98	8·12	14·80	21·18	0·75	29·64
1963:								
1st qtr.	11·08	26·33	5·22	8·45	15·19	..	0·63	32·11
2nd qtr.	12·26	28·21	5·20	8·61	15·53	..	0·63	33·62
3rd qtr.	9·85	21·38	5·00	7·86	16·85	..	0·79	32·49

(*a*) Including alpaca, mohair and cashmere yarns and woollen and worsted yarns of hair and wool, n.e.s.

(*b*) Including other hair drawn, carded or combed (including rabbit fur prepared for spinning), felts, wholly or partly of wool; travelling rugs, coverlets and wrappers, household textiles, blankets and other woollen and worsted manufactures except wool flocks, shawls and carpets, and knitted, etc., fabrics are excluded.

Production in the cotton industry

THE VOLUME of production in the cotton industry in September was 1 per cent more than in September 1962.

Statistics issued by the Cotton Board show that in the nine months January-September output of single yarn was at about the same level as in the corresponding period last year. The yardage of cloth woven was 4 per cent less but the amount of yarn doubled 11 per cent more.

Yarn and cloth production

(All figures are weekly averages)

	Single yarn (*a*)		Double yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1962 July	7·56	1·76	2·18	1·63	13·7	8·2
August*	8·46	2·07	2·01	1·40	18·8	9·2
September	9·28	2·21	2·42	1·76	19·0	10·7
October*	10·13	2·47	2·62	1·81	20·3	11·4
November	10·34	2·49	2·69	1·90	20·7	11·5
December	8·73	2·15	2·28	1·69	17·8	9·9
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·94	2·57	2·68	2·10	20·4	11·8
April	8·96	2·30	2·48	1·99	19·0	10·8
May*	10·21	2·63	2·76	2·31	20·9	11·4
June	8·31	2·20	2·31	1·77	19·7	10·7
July*	7·59	1·82	2·16	1·94	13·7	8·0
August	9·61	2·45	2·38	2·05	20·5	10·3
September	9·16	2·42	2·47	2·01	19·5	10·4

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Orders in the textile and clothing industries

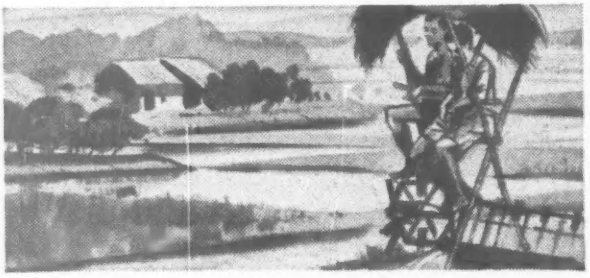
THE VOLUME of orders on hand at the end of September in the textile and clothing industries considered as a group was almost 1 per cent more than at the end of August.

Compared with a year earlier, deliveries in September were 1 per cent more and the rate of receipt of net new orders 5 per cent more.

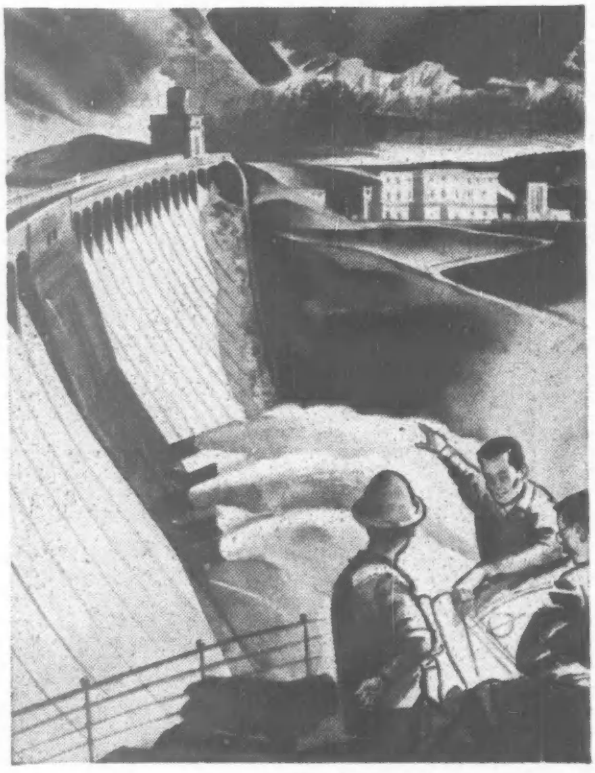
Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	99	92	93
1962 1st quarter	98	91	96
2nd quarter	99	90	91
3rd quarter	92	83	89
4th quarter	100	103	97
1963 1st quarter	100	96	95
2nd quarter*	104	96	92
3rd quarter*	101	89	92
1962 July	95	74	85
August	93	70	76
September	92	105	106
1963 July*	103	80	85
August*	100	75	83
September*	101	110	108

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.



DEVELOPMENTS IN THE EAST



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Sales by wholesale textile houses in September

THERE WAS A large seasonal increase in sales by wholesale textile houses during September, the value being 9 per cent higher than a year earlier, compared with increases of 4 per cent and 7 per cent in August and July respectively.

Sales in the third quarter as a whole were 7 per cent higher than in the corresponding quarter last year.

The value of stocks held at the end of September was 2 per cent higher than a year earlier.

Note:

These statistics are prepared by the Wholesale Textile Association. Inquiries should be addressed to: The Secretary, The Wholesale Textile Association, 75, Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index Numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1961 Year	107	+1	..	..
1962 Year	105	—2	..	..
1962 3rd Quarter	100	—2	140	—4
4th Quarter	129	+3	113	—2
1963 1st Quarter	92	—3	139	Nil
2nd Quarter	98	Nil	127	Nil
3rd Quarter	107	+7	143	+2
1963 January	70	Nil	119	—1
February	85	—6	136	—1
March	120	—2	139	Nil
April	101	+3	131	—1
May	105	—2	131	+1
June	88	Nil	127	Nil
July	78	+7	135	+2
August	94	+4	147	+2
September	148	+9	143	+2

Analysis by department

Percentage of corresponding values for 1962.

	Sales (b)		Stocks (b)
	September	January-September	At end of September
Women's knitted outerwear, blouses and skirts	111·3	101·8	103·0
Women's coats, costumes, furs and raincoats	106·4	96·3	91·0
Women's underwear	113·6	104·6	106·6
Women's hose and children's socks	128·9	103·0	82·0
Women's millinery	102·8	95·0	97·4
Haberdashery, ribbons and wool	98·4	100·9	122·9
Children's wear	109·4	102·0	105·3
Men's and boys' shirts, pyjamas and outfitting	109·8	105·4	98·1
Gloves	121·5	106·8	133·4
Piece-goods and nets	113·3	98·6	95·6
Household textiles	105·3	100·4	100·1
Floor-coverings, furniture and hardware	105·9	103·7	104·7
Grand total (a)	108·5	101·5	102·1

Notes:
(a) Including some items not included among the sub-headings.
(b) Valued at cost.

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Rubber stockpile disposals

715 TONS of rubber from the Board of Trade's stockpile has been sold this month for delivery as follows:

November	50 tons
December	150 tons
January	280 tons
February	235 tons

There is now approximately 4,980 tons of rubber remaining in the stockpile.

New and Revised British Standards

BRITISH Standards recently published are listed below. Copies can be obtained from the British Standards House, 2 Park Lane, London, W.1.

NEW BRITISH STANDARDS: AUTOMOBILE SERIES:

AU11:1963	Dimensions of a 'quick-detachable' coupling for use with single-line vacuum braking systems (inverted) on trailers and semi-trailers	2 0
AU12	Dimensions of a 'quick-detachable' coupling for use with single-line vacuum braking systems (upright) on trailers and semi-trailers	2 0
AU13	Control board for use with generators up to and including 7 in. diameter	1 6
AU14	Dimensions of starter battery terminal posts: lug type (heavy commercial and public service vehicles)	1 6
AU15	Dimensions of starter battery terminal posts: lug type (agricultural tractors)	1 6
AU16	Electrical cable connector: bullet type	1 6
AU17	Dimensions of electrical cable connector: blade type, male (17½ amperes maximum continuous rating)	1 6
AU18	Dimensions of electrical cable connector: blade type, male (35 amperes maximum continuous rating)	1 6

REVISED AIRCRAFT STANDARD:

2G148:1963	General purpose platinum wire thermometer bulbs and connectors for aircraft	7 6

New industry for Cleveland, Yorks

FOLLOWING DISCUSSIONS with the Board of Trade and the Industrial Estates Management Corporation for England, Chipmunk Ltd. have decided to open a new production unit, with land for expansion on which a 15,000 sq. ft. extension is to be built forthwith, on the Skelton Industrial Estate in Cleveland, Yorkshire, for the manufacture of Chipmunk potato crisps. Chipmunk Ltd., a consortium company formed by Liebig's (Oxo Ltd.), Rank, Hovis McDougall, will occupy an existing factory of nearly 50,000 sq. ft. and expect to be in operation in the New Year. The firm will give employment to 35 men and 140 women when fully manned.

EFTA Bulletin for November

EFTA'S RELATIONS with third countries and other trading groups in regard to GATT, and the importance to EFTA of the forthcoming Kennedy Round, are discussed by Frank Figgures, the Association's Secretary-General, in the *EFTA Bulletin* for November. In anticipation of the meeting of the Economic Development Committee in Geneva on November 11, the Bulletin recalls the committee's terms of reference and the tasks it may be asked by the Council to undertake. There is also a report of the meeting of the Consultative Committee in Stockholm on October 10 and 11, quoting the full communiqué. Mr. Paul Ladame, head of the EFTA Information Office in Geneva, writes on the historical and economic background of Finland, and another article describes social services in Norway. Other items include decisions of the EFTA and Fin-EFTA councils and a statistical table showing EFTA trade during the past four years. Copies: Free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1. Tel.: Waterloo 2345.

Scandinavian Trade Dinner

THE WESTMINSTER Chamber of Commerce held its annual banquet at the Park Lane Hotel, London, on November 7. The theme of the evening was the Scandinavian market, United Kingdom exports to which last year amounted to nearly £350 million.

Purchase Tax Exemptions on some Drugs and Medicines

The second entry in the list of extensions published in the *Board of Trade Journal* dated November 8, 1963, page 1009, should read:

In head III to the entry relating to 'Ethoheptazine citrate' after 'acetylsalicylic acid' insert 'or paracetamol'.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 8, 1963.

In the *Board of Trade Journal* dated November 1, 1963, the film 'Echo of Diana' was shown as registered in the name of Butcher's Film Productions Ltd. This should read 'Butcher's Film Distributors Ltd.'

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film. BR/NQ indicates that the film is British but does not qualify for the exhibitors' quota.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
Look at Life Series 19:					
Men under Pressure	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28910	9	November 4
Teiva	Supreme Film Distributors Ltd.	Triangle Film Productions Ltd.	Br/NQ 28911	24	November 4
Pathe Pic. Series 446-468:					
Pathe Pic. No. 466	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 28912	8	November 5
Pathe Pic. No. 467	" "	" "	Br/E 28913	9	November 5
Movietone News 1795A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28527	7	November 8
Movietone News 1796	" "	" "	Br/E 28528	7	November 8
Pathe News 63-89	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 28580	8	November 8
Pathe News 63-90	" "	" "	Br/E 28581	8	November 8
	FOREIGN				
The Young and the Brave	Metro-Goldwyn-Mayer Pictures Ltd.	A. C. Lyles Productions Incorporated	F 28914	84	November 7
The Sordid Affair	Gala Film Distributors Ltd.	Cineriz	F 28915	114	November 8
The Silver Fish	" "	Ufa-International G.M.B.H.	F 28916	10	November 8
Women of the World	" "	Cineriz	F 28917	106	November 8
Weekend	" "	Rialto Film	F 28918	78	November 8
Les Abysses	" "	Lenox Films	F 28919	96	November 8

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Trucks by A.E.C., Thames, Bedford and Dennis, **Sweepers** by Lewin and Blackburn, **Cranes** by Ransomes & Rapier, Coles, Thornycroft and Stanhay, **Mechanical Handlers** by Lancing Bagnall, Coventry Climax and Muir Hill, **Trailers**, 10 cwt. to 6 tons, by Scammell and Brockhouse.

CATALOGUES: May be obtained from the Auctioneer's Offices, Dept. J.T., Byard Lane, Bridlesmith Gate, Nottingham. Tel. Nottingham 54272 (10 lines).

Government surplus sales by auction

WAR OFFICE

1963	Stores	Location	Auctioneers
Nov. 21-22 .	Plant, electrical, engineering and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Salop. .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).
Nov. 28 .	Vehicles, M.T. spares, watches and miscellaneous stores including:	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Centre and capstan lathes; drilling, milling and grinding machines; saloon cars; Utilecons; vans; Land Rovers; Austin 'Champs'; trucks (petrol and diesel); tippers; diesel tractors; ambulances; trailers; a 5-ton mobile crane (diesel); motorcycles; M.T. spares; engineering equipment; wrist and pocket watches; B.D. blouses and trousers; woollen drawers; sheets; blankets; curtains; rags; old webbing; old leather; furniture; kitchen utensils, etc.

Dec. 3 .	Clothing and textiles and miscellaneous stores.	Returned Stores Group, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).
Dec. 5 .	Tentage and canvas and miscellaneous stores.	W.D. Storage Depot, Rotherwas, Hereford .	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366).
Dec. 10-12 .	Vehicles, motor cycles, earthmoving and lifting equipment, plant ancillaries and spares.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Dec. 12 .	Machine tools and miscellaneous stores .	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Horizontal and vertical borers; single and two spindle drills; surface and tool and cutter grinders; centre and turret lathes; vertical and duplex manufacturing millers; gear generating and planing machines; straightening presses, etc.

Location: Royal Ordnance Factory, Kings Meadow, Nottingham.

Application for tender forms to War Office, Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by December 12, 1963. Permission to view on presentation of tender forms only.

AIR MINISTRY

1963	Stores	Location	Auctioneers
Nov. 20 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include M.T. engines and spares, gear boxes, axles, Millers spares, Coles crane spares, parachute canopies, fittings, and packs, nylon cord and webbing, radio and radar spares, aero engine and aircraft spares, flame tubes, jet pipes, Brooks electric motors, cooling units, generators, cable, batteries, aluminium containers, blankets, textiles, fire extinguishers, buckets, furniture, household equipment and general stores.

Nov. 27 .	Miscellaneous stores and equipment . .	Royal Air Force Stations, North Luffenham, Tuddenham, Feltwell, Hemswell and Driffield.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above sale will include large caravan type trailers, hydro pneumatic trailers, 6,000-gallon (U.S.A.) stainless steel tanks, mobile air conditioning plants, trailer-mounted hydraulic pumping units, trailer-mounted power switchboard, trailer-mounted cleaner and flushing unit, skid-mounted fuel transfer assemblies, 'Continental Pachette', petrol driven engine, 180 h.p., 'Detrex' degreaser assembly, long and short range electro theodolites, electrical test equipment, hand tools, metal tool boxes, gauges, small pipe fittings, valves, screws, bolts, nuts, connectors, space heaters, furniture, miscellaneous stores and equipment.

Nov. 28-29 .	Sale of huts and buildings . . .	Royal Air Force Station, Bridgnorth, Shropshire.	Nock, Deighton & Son, 52 Whitburn Street, Bridgnorth, Shropshire. (Tel. 2203/4).
Dec. 19 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units and Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF PUBLIC BUILDING AND WORKS

1963	Description of Goods	Location	Auctioneers
Nov. 27 .	Office, domestic and miscellaneous furniture, hardware, plan presses, safes, refrigerators, carpets, clocks, steps, trucks, engineering and electrical items.	Ministry of Public Building and Works Clearing Store, Supplies Division Store, Water Lane, Clifton, York.	Messrs. Lawson, Maskill and Giddings, 11 Blake Street, York. (Tel.: York 55353).

Catalogues, price 1s. 0d. obtainable direct from the auctioneers. View days. November 25 and 26, 1963, and morning of sale.

SALE BY TENDER – EX THE BOAT HOUSE, HYDE PARK, LONDON.

The chlorination boat used on the Serpentine, Hyde Park. The boat is 25 feet long and 7 ft. 6 in. in beam with a draught of 1 ft. 6 in. It is powered by an 8 b.h.p. Stuart Turner marine engine Type D55 M.R.E. and has a variable pitch propeller to give a working speed of two knots. The water treatment pump is operated by a two-stroke petrol engine. Other equipment includes a Wallace and Tierman Type M.S.V.A303 chlorinator and a Type M.O.P.A. ammoniator. There is also a spare engine for the boat and a spare engine for the water treatment pump. The boat was purchased in 1950 and has been overhauled and painted annually.

Applications for tender documents should be made to Ministry of Public Building and Works, Supplies Division, Disposals Section, Southbridge House, Southwark Bridge Road, London, S.E.1, not later than November 21, 1963.

NEW BOOKS

Overseas information in market research

'THE SUCCESS of every enterprise depends ultimately on the supply and proper utilisation of sufficient information. This is especially true for those firms whose business lies with regions overseas – without a well-organised service of overseas information, they cannot survive at all'.

The quotation is translated from a new German book, **Exportmarktforschung als Informationsaufgabe** ('Overseas Market Research and Information Work'), by Professor Karlrobert Ringel of Cologne University (Westdeutscher Verlag, Cologne, DM32), which is described by its author as an introduction to the principles, problems and methods of information work in research on overseas trade, designed to show how foreign economic information can be used in market research. For readers of German, the book contains a number of interesting approaches to the problems of obtaining information of various kinds and using it for various purposes in export marketing. It distinguishes the types of information from each other and shows how they complement each other. It touches on direct methods of obtaining information by means of market surveys, analyses and business forecasting, and deals with indirect methods of studying markets by means of information obtained from documentary and other sources organised by services and institutions outside the firm itself.

What Professor Ringel's book does not do is something that is frequently asked for and has been occasionally – and unsuccessfully – attempted elsewhere. That is, to set down in one volume a list of all the actual and specific sources that exist for obtaining information on overseas markets, so that the researcher need consult only this list to find them all. It is sometimes supposed by those with limited experience of information work that such a list would meet all needs and eliminate much waste and duplication. One English book that attempted the task was Maddan's *Profitable Export Marketing* (published in 1955), in which a lengthy 'appendix of world information sources' was very soon the least useful part of the book and may even have been largely responsible for the work's now being out of print, since it dated so rapidly. It is not only that the smaller details cannot in such lists be depended on for long (though it is worth remark that the Board of Trade Library's *London Trade Enquiry Offices of Overseas Countries* recorded 20 changes of addresses out of its 190 entries between 1962 and 1963 alone). But, in information work, nothing is predictable long enough to be satisfactorily treated in this way. Changes are always taking place in the types of information available, in the ways in which information is made available and – a point that is often overlooked – in the kinds of information and presentation of information required by exporters themselves. The researcher into export markets keeps up with all these changes by various means – and not least by a proper use of information gained from books and other publications collected by him for his own individual purposes. One of the functions of this page of book reviews in the JOURNAL is to help him to discover what publications are available and which of them may be useful for his own research.

Products and People is a digest of the results of a marketing survey of the European Common Market and Britain carried out during January and February 1963 for the *Reader's Digest*, on a random sample of 2,000 people in each country of the Common Market and in Great Britain. The 55 tables in the report include for each country percentage figures of ownership and use of a number of specific consumer durables, foods and other goods. There are also similar analyses of social factors such as smoking habits, leisure activities and attitudes to some social questions (e.g., their own living conditions, education, religion, and the Common Market itself). The compilers say that, since the questionnaires used in the field surveys were identical in each country covered, the results are exactly comparable between countries and equally valid for the Common Market as a whole. Accompanying the report, and included in the purchase price, is *The New Europeans*, a 20-page commentary by U.W. Kitzinger on the results of the survey, interpreting broadly the consumption habits and 'consumer stereotypes' revealed by it. Copies: 63s. from the Reader's Digest Association Ltd., 25 Berkeley Square, London W.1. (*The New Europeans* also available separately at 5s.)

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, studies a page in the new Atlas of Britain and Nothern Ireland, *just published by the Oxford University Press at 25 gns. This major compilation of British resources is the first 'national atlas' equivalent to the national atlases already in existence for some other countries. Its publication comes after ten years of research and planning, during which the Board of Trade contributed information on which the maps of retail sales and the location of industry are based.*

Revised Notes on Company Amalgamations and Mergers published by the Issuing Houses Association in co-operation with the Accepting Houses Committee, the Association of Investment Trusts, the British Insurance Association, the Committee of London Clearing Bankers and The Stock Exchange, London, supersedes the pamphlet *Notes on Amalgamations of British Businesses* issued in 1959. The notes are a suggested 'code of practice' to be followed by those concerned in take-over bids and mergers between companies. They modify the 'code' laid down in the previous publication, in the light of developments since 1959, taking account principally of the Licensed Dealers (Conduct of Business) Rules, 1960, made by the Board of Trade, and the recommendations of the Report of the Committee on Company Law (The Jenkins Committee). Copies: 6d. from the Issuing Houses Association, St. Albans House, Goldsmith Street, London, E.C.2.

Gambia for the Visitor and Businessman is issued by the Information Office of the Government of Gambia. Mostly concerned with general information for vistors and tourists, the pamphlet also contains a short but useful section for investors and businessmen which gives brief details of Gambia's economy, external trade and concessions to investors. There would appear to be considerable scope for investment in the building industries, sea and inshore fishing, agriculture (particularly in citrus and tropical fruits), and the country has a potential as yet almost completely unexploited as a winter tourist resort. Copies: Free from the Liaison Officer for the Gambian Government, Gayfere House, Great Peter Street, London S.W.1.

A Review of the Natural Resources of the African Continent has been published by Unesco as the first volume in a series entitled *Natural Resources Research*. The review, which was undertaken at the request of the United Nations Economic Commission for Africa, describes in 437 pages the situation of scientific research into the environment and natural resources of Africa. It is presented in the form of critical studies prepared by experts, together with bibliographies, maps and lists of sources capable of providing additional information. The main topics dealt with include topographic mapping, geology, mineral resources, climate, meteorology and hydrology. Copies: 67s. 6d. (by post 70s.) from H.M.S.O. and Government bookshops.

India's Balance of Payments 1948-49 to 1961-62, the third in a series published by the Reserve Bank of India, supersedes the previous two editions in that it gives more up-to-date statistical information and also more general information on certain aspects of the subject. The first four chapters deal with the concepts and methodology of the balance of payments, developments affecting India's international accounts over the 14-year period, trade policy and foreign assistance and investment and, finally, explanatory notes to the statistics. The statistical tables cover 65 pages and occupy nearly half the book. Copies: 15s. by post from the Reserve Bank of India, Bombay 1.

Other publications

HARPER'S GUIDE TO THE SPORTS TRADE 1963. 246p. Harper Trade Journals Ltd., 8 Lloyds Avenue, London E.C.3. 10s.

INDIA AND PAKISTAN WOOL, HOSIERY AND FABRICS 1964. 270p. John Worrall Ltd., Central Works, Oldham, Lancs. 35s. 6d.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

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VIEWING: SEE CATALOGUE

CATALOGUES—May be obtained from the 19th November onwards from the Auctioneers' Offices, Byard Lane, Bridlesmith Gate, Nottingham. Telephone—Nottingham 54272 (10 lines).

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Exhibitions and Fairs

Cologne SPOGA fair—'a rich international display'

A report from the Commercial Department, H.M. Embassy, Bonn.

THE INTERNATIONAL TRADE FAIR of sports goods, camping equipment and garden furniture (SPOGA), which took place in Cologne from November 3-5, attracted 10,400 trade visitors including 2,440 foreigners from 35 countries. Compared with SPOGA 1962 the number of foreign visitors showed an increase of 18 per cent. There were 641 exhibiting firms. Foreign participation – 287 firms from 22 countries – accounted for 45 per cent of the total participation.

While the largest contingents of trade visitors came from France, Belgium, Holland and Switzerland, the United Kingdom provided the second largest group of exhibitors – 33 compared with 82 from France. Every conceivable product of this large and many-sided industry was on display. They included indoor and outdoor games, football and tennis nets, archery and angling requisites, golf clubs, dinghies, outboard motors, diving and underwater fishing gear, ski-ing equipment, tents, garden furniture, hammocks and swings, camping equipment, barbecues, a bewildering variety of inflatable boats, beds and swimming baths as well as trampolines and a host of other things. A 'rich and truly international display' which attracted the cream of the buying organizations from all over Europe.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 1102.

Business was brisk throughout the entire period of the fair according to the spokesmen of the British and other foreign exhibitors. Competition was so fierce in some overproductive sectors of the German industry that it led to price reductions. Despite this many of the foreign exhibitors declared at the closing Press conference that the results of their participation exceeded their expectations and as far as the British contingent was concerned the results certainly came well up to expectations.

SPOGA, which started in 1960, is now soundly established and its reputation will continue to grow. As long as international trade fairs flourish as an important means of exchange of goods and money, SPOGA will be a fair which we must attend if we wish to expand our sports goods trade with Europe.

This year Germany has witnessed a potent and sustained trade drive at international fairs by the Board of Trade in conjunction with various trade associations.

At Cologne there have been six joint venture stands, SPOGA being the last of the series. Fourteen member firms of the Federation of British Manufacturers of Sports and Games Ltd., made this their second venture under the aegis of the Board of Trade and it was most encouraging to learn on their arrival that they had a record of increased business with Germany and other countries as a direct result of their participation in 1962. One firm for example, had trebled its turnover. Another had got its products into the catalogues of two of the largest mail order organizations in Germany. This method of selling is rapidly expanding and last year the two organizations in question had a combined turnover of 1·9 milliard marks, repeat milliard.

Keyed up as they were by these and other satisfactory experiences as a result of good follow ups from last year, the members of the federation had high hopes of making further inroads on a large and varied market. When the Fair ended it was ascertained that they had not been disappointed and that many of them would return in 1964 with the Board of Trade's assistance or independently.

It is impossible to assess the results at this year's Fair in terms of hard cash because they consisted mainly of promising inquiries from old or entirely new contacts, meeting potential agents and sample orders – one firm took orders for £1,500, another for DM15,000 and yet a third firm sold 30,000 items. Other exhibitors stated that if they got a much smaller return or found a really good agent, their participation, already valuable for the insight it had given into trading conditions, will have been doubly worth while. Satisfactory results were obtained by the exhibitors of conventional games and sports goods where innovations are scarcely possible and the goods sell on price and quality.

Those exhibitors who displayed games or sports goods with which the Germans are not at all familiar, for example darts, or which have as yet only a limited appeal – golf, but clock golf is booming – did so with full knowledge of the facts and an admirable determination to intrigue their visitors and possibly create a demand in Germany. Apart from that, they had more than enough inquiries from other countries to make their visit a success.

An international market

It is sometimes said that some of our exhibitors at German fairs 'cart coals to Newcastle'. This overlooks the fact that Cologne or Frankfurt or Nuremberg is not solely a German market place but an international one which offers many other equally profitable outlets for these allegedly unwanted goods. It also ignores the fact that 'coals', toys, pianos, refrigerators, have been and still are carted to and sold at 'Newcastle', Nuremberg, Frankfurt, Cologne. In this context, inquiries received by our exhibitors at SPOGA also showed that despite a large and apparently more than adequate offer of German garden swings and 'Sea-esta' or 'Li-lo' type air mattresses we could compete in price and quality. One firm received a totally unexpected number of inquiries the bulk of which came from German sources.

Although – as mentioned earlier in this article – the market for golf clubs is very restricted and difficult to enter two German stores placed sample orders for complete sets of clubs and bags.

All the firms on the joint stand reported satisfactory inquiries and/or new accounts from practically every country in Europe. Several of them remarked that they had more potential customers than they could hope to meet in London at the Federation's own Fair later this month.

Mr. E. Melville, HM Minister (Economic), Herr Theo Burauen, the Lord Mayor of Cologne, and Dr. R. Krugmann, a director of the Fair, visited the joint stand, where they saw a small corner of Britain which did us immense credit in lay-out and design and at the same time more than met the high exhibition standards which the Fair authorities seek to maintain. They met a representative group of British exhibitors who, like their predecessors at other Cologne Fairs, have done much to contribute to the very satisfactory development of Anglo-German trade during the past year.

Toy Display reflects modern living

A BRIGHT RED 'Cheetah Cub' sports model motor car, with fibre-glass bodywork, leopard-skin upholstery, a four-stroke Mark seven governed engine of 75 c.c. capacity, and automatic clutch stood resplendent in one of the large rooms of a London Hotel. Several other motor-cars of less power—though perhaps not less resplendent – were grouped nearby. Around the room were featured the latest race-track models.

No less fascinating were models of every boy's dream (might adults be included here too?) — steam engines, diesel engines, even the early 'Rocket'. Strong competitors were model 'Do-it-yourself' building kits which immediately captured the eye.

Life-like dolls, perambulators, sewing machines, and aids to knitting provided comparable glimpses of 'modern living' for women's-page readers-to-be.

This pre-Christmas display of British toys and games available in stores and shops all over the country, was presented by the British Toy Manufacturers Association on November 6.

Although with thirty-three more shopping days to Christmas, the display was primarily for the home market visitors were reminded that the British toy industry plays a salient part in our exports. In the nine months ending September 30, exports of British toys totalled £7,303,203, £663,201 more than in the similar period in 1962. Britain's largest customer is Australia, which in the first nine months of this year bought toys valued at £953,453, with the United States a very close second with purchases totalling £910,218.

There are 340 members in the B.T.M.A. and the annual output of British made toys is now about £43 million a year. The industry's exports in the first nine months of this year are more than 22 per cent of total output.

All the toys and games shown at the display comply with safety standards: the paints used are non-lead, the fillings of soft toys are perfectly hygienic, and the utmost care is taken to ensure that metal toys have no sharp edges.

11th BRITISH TOY FAIR

At London's Seaside —

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TO

THURSDAY, 13th FEBRUARY, 1964

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THE CHINESE MANUFACTURERS' ASSOCIATION OF

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EXHIBITION OF HONG KONG PRODUCTS

from 3rd DECEMBER, 1963 to 7th JANUARY, 1964

in the BRITISH CROWN COLONY of HONG KONG

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Full details available from:—

Hong Kong Government Office, 54 Pall Mall, London, S.W.1.
The Chinese Manufacturers' Association, Li Po Chun Chambers, 13th Floor, Hong Kong.
Commerce & Industry Department, Fire Brigade Building, Hong Kong.

Munich transport and communications show

AN INTERNATIONAL Exhibition of Transport and Communications is to be held from June 25 to October 3, 1964 in the Theresienhoehe Exhibition Grounds in Munich.

In accordance with the Convention on International Exhibitions 1928, to which the United Kingdom is a signatory, the Munich Exhibition has been duly registered with the International Exhibitions Bureau in Paris.

35 Committees have been set up to arrange participation in the various sections of the Exhibition which are classified as follows:-

I. Rail Traffic
Including lomomotives and railcars, vehicles for passenger and goods transport, workshop practice, construction, operating installations, service to passengers, service to goods traffic and other rail services (including underground railways, aerial ropeways, etc.).

II. Road Traffic
Including passenger cars, commercial vehicles, buses and coaches, motor cycles and bicycles, together with sections on urban traffic, rural traffic, road planning and construction and the operation of modern roads.

III. Water Traffic
Covering both inland and ocean traffic, including shipbuilding.

IV. Aeronautics
Including international air traffic organizations, airlines, charter companies, aircraft and equipment as well as airport facilities and equipment.

V. Astronautics
Including space ships, rockets, satellites, propulsion units and fuels.

VI. Postal services, telecommunications and general communications
Including letter sorting systems, telegraph and telephone systems, radio, television, press and cinema.

VII. Power supplies
Including electricity, gas, coal, oil and nuclear power.

VIII. Tourism

IX. Iron and steel in traffic
Covering steel structures and bridges, tunnelling, road building, etc.

X. Aluminium in Traffic
Including aircraft construction, shipbuilding, etc.

XI. Plastics in Traffic

XII. Timber in Traffic
It will not be possible for agents or dealers to take space in the Exhibition but individual manufacturers, whose products correspond with the categories of the Exhibition as well as the appropriate official bodies and trade associations in the various sections may participate. Special emphasis will be laid on the problem of achieving maximum safety in all forms of modern transport and communications.

Space charges are DM.150 per square metre (approximately £1 4s. 0d. per sq. ft.) in the various pavilions and DM.40 per square metre (approximately 6s. 0d. per sq. ft.) in the open air sites. In order to facilitate the planning and construction of any further pavilions which may be required, the organizers request that all applications for space should be submitted to them by December 31, 1963.

Such applications and any inquiries about the Exhibition should be addressed to:- Internationale Verkehrsausstellung München 1965, 8000 München 12, Theresienhoehe 13, Telephone: 767 11, Telex: 05-22 509. Cable address: IVA

The British Government will not be arranging an official exhibit at this event (which will have the character of an international exhibition for the edification of the specialist visitor and of the general public rather than that of a normal trade fair). But, at the request of the German authorities it is proposed to appoint a British Commissioner-General to supervise and co-ordinate participation by British organizations, trade associations and individual firms.

The Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1, will be pleased to seek, through the British Commissioner-General for the Exhibition, any further information which British firms may require.

Forthcoming exhibitions in Eastern 'bloc' countries

THE CENTRAL Office of Information and the Council of Industrial Design are co-operating in planning exhibitions to be held in 1964 in Moscow—during August—in Warsaw, Poland, for two weeks from November 2, to be followed immediately by a three weeks' display in the Polish city of Krakow. The exhibitions are designed to project Britain's high standard of design in industrial and consumer goods.

The Moscow exhibition entitled 'The Role of the industrial designer in industry' will be mounted in the 'Park of Achievements' and the display will include plant and equipment for factories, offices, hospitals, schools; vehicles and products for the home.

Earlier in the year the Central Office of Information is to stage an exhibition designed to demonstrate the versatility and inventiveness of British industry in Prague, Czechoslovakia, in February, and at the Budapest Trade Fair, in Hungary, in May, where it will form part of the British Pavilion. (See Board of Trade Journal of October 25, page 919).

Spring and summer fashion in London

THE TENTH London Fashion Week was opened by Mrs. Reginald Maudling, wife of Mr. Reginald Maudling, Chancellor of the Exchequer, at Celanese House, London last week.

The members of the London Fashion House Group put on a joint presentation of spring and summer ready-to-wear fashions for women. The number of overseas buyers who planned to attend the presentation was the best ever and the Group confidently expected to take more export orders than on any previous occasion.

The Apparel and Fashion Industry's Association in conjunction with the British Fashion Export Group – which is exhibiting at Paris this week – presented their 'London Presents' parades at Quaglinos, London.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates inaicated below:*

	Date Last Published	Date Next Published
United Kingdom	*Nov. 1*	*Feb. 7*
Outside Europe	*Oct. 4*	*Jan. 3*
Europe	*Sept. 6*	*Dec. 13*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and Outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on November 1, October 4 and September 6 respectively.

UNITED KINGDOM

Amendment:

The Board of Trade have been advised that the Footwear Components Exhibition will be held at the Washington Hotel, London from June 1-3, 1964 and not May 29-June 3, 1964 as previously shown in the *Board of Trade Journal* of October 11, 1963 and subsequent issues.

Addition:

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 21-31, 1964.

* At Earls Court. Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

OUTSIDE EUROPE

Addition:

ST. LOUIS: PRINTING INDUSTRY OF AMERICA CONVENTION AND EXHIBITION – September 20-26, 1964.

* At Hotel Chase Park Plaza. Apply, Printing Industry Educational Exhibition Corporation; Printing Industry of America Headquarters Building, 20 Chevy Chase Circle N.W. Washington 15, D.C.

German food centre in London

Visitors and food traders will be able to taste a full range of German dishes and buy samples of the ingredients at the German Food Centre at 44-46 Knightsbridge, London, S.W.1 which will open on December 11. The Centre will be open from 9 a.m. to 6 p.m. and all food there is obtainable through retail shops and normal trade channels. Its purpose is to act as a show-place and information centre, to develop public interest and new trade outlets – wholesale and retail. It will also serve as an exhibition hall to show importers and distributors new food specialities from Germany.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United States—Paraguay trade agreement

HM EMBASSY AT ASUNCION report that under an exchange of Notes between the Paraguayan Foreign Minister and the United States Ambassador certain Articles of the Trade Agreement of September 12, 1946, between the two countries, were terminated on June 30, 1963. The following revisions applicable also to British goods under most-favoured nation treatment, were made to duties and other charges on certain goods:

Paraguayan Customs Paragraph	Item	Unit	Duties U.S. $	Additional
43	Prunes, raisins in general	PL.100K	4·773	15%
55	Dried or dry fruits and berries not provided for elsewhere, for use as food	PB.100K	3·817	15%
60	Nuts, unshelled	PBK	0·063	15%
63	Raisins	PBK	0·097	15%
154	Tobacco: (a) Cigarettes	Thousand	1·910	15%
156	Lubricating oils for machines and vehicles generally, including grease, of any origin, composition or mixture, not provided for elsewhere:			
	Lubricating oils for machines and vehicles generally	PB.100K	3·183	15%
	Greases of any origin, composition or mixture not provided for elsewhere	PB.100K	2·675	15%
255	Turpentine oil	PB.100K	4·773	15%
261	Varnishes, dyes and gum-lac prepared, including wood dyes	PBK	0·127	15%
	Note: None of the artificles classified under the last item shall pay a lesser duty than *ad valorem*		27·50%	
283	Rouges, crayons for colouring the eyelashes and eyebrows, carmine for the lips and cheeks, depilatory preparations, nail polishing or colouring preparations, powdered sheets for toilet purposes, and generally all cosmetics not specified, whether perfumed or not	PLK	1·273	15%
286	Shaving soap, in paste, powder, solid, liquid cream or in any other form	PLK	0·477	15%
290	Toilet soap, not specified elsewhere in paste, cream, solid, liquid or powder form	PLK	0·317	15%
	Note: No articles classified under the last item will pay duty less than *ad valorem*		33%	
292	Dental paste, powder or soap and any dental preparation not specified, for the cleaning and hygiene of teeth, whether scented or not	PLK	0·477	15%
356	Colophony, Burgundy pitch, vegetable pitch and vegetable tar	PB.100K	0·477	15%
376	All other mineral, chemical and pharmaceutical products, whether compound or not, not specified elsewhere, including patent medicines and alkaloids	*Ad val.*	27·50%	15%
533	Horse-shoeing nails of iron	PB.100K	3·817	15%
543	Axes, hatchets and adzes, with or without handles	PLK	0·063	15%
546	Horse-shoes of iron	PB.100K	1·910	15%
666	Ribbons for typewriting machines	Dozen	0·763	15%
667	Mechanical specie counters; cash registers; calculating machines; bookkeeping machines; component parts for all such machines	*Ad val.*	11%	15%
675	Typewriters, covers for same, and component parts thereof	*Ad val.*	16·50%	15%
690	Accumulators, batteries and parts or elements thereof	*Ad val.*	22%	15%
694	Installations and parts thereof for wireless telegraphy, telephony, telephotography, wireless driving, and the like, provided they be intended for the transmission, application or amplication of electric current	*Ad val.*	27·50%	15%
702	Electric batteries generally, and their elements, of metal, carbon or any other material	PLK	0·063	15%
	Note: None of the articles classified under the last item shall pay a lesser duty than *ad valorem*		27·50%	
703	Telephones and their accessories, except those provided for elsewhere	*Ad val.*	27·50%	15%
710	Passenger automobiles, char-a-bancs and omnibuses for passengers, with steam, explosion or internal combustion engines or electric motors, including motors for these vehicles and, generally, motor vehicles, trailers and vans, for motor-lorries or motor tractors with a carrying capacity exceeding 3 tons, whether complete or not, new or used plus a supplementary duty, not payable on passenger omnibuses with a carrying capacity under 3 tons	PN.100K	4·773	15%
	Note: None of the articles or manufactures classified under the last item shall pay – no account being taken of the supplementary duty – a lesser duty than *ad valorem*	*Ad val.*	11%	
716	Motor lorries for conveying goods, tank or not, with steam, explosion or internal combustion motors or electric motors, whether complete or not, new or used, with a carrying capacity not exceeding 3 tons, as also component parts or dismounted parts not provided for elsewhere, of any motor vehicle	*Ad val.*	33%	15%
740	Spare wheels for passenger automobiles, with or without tyres, also if imported with the automobiles of which they are replacement parts	PLK	0·253	15%
743	Motor tractors and parts thereof	Free		15%
780	Refrigerators of wood or any other material for preserving food, cooling drinks and for like purposes, electric ice-boxes, refrigerating rooms of any system, as also special parts and accessories therefor	PBK	0·063	15%
872	Toilet paper	PLK	0·027	15%
1,173	Records (discs), cylinders or other means of reproducing sound, for gramophones and sound reproducers, in blank	*Ad val.*	11%	15%
1,175	Gramophones generally, apparatus for reproducing sound and speech, and parts thereof, not specially provided for	*Ad val.*	27·50%	15%
1,186	Needles for gramophones and apparatus for reproducing sound generally of any material	PLK	0·317	15%
	Plus *ad valorem*		11%	

In cases in which conditional duties are established relative to the specific duties (Items 261, 290, 702 and 710), they will be applied without prejudice to the additionals and corresponding complementary ones.

The products incorporated in the national list of Paraguay, compiled on the basis of Customs concessions accorded to the Latin American Free Trade Area, are expressly excepted.

United Arab Republic (Egypt) and Morocco

THE MOROCCAN *Bulletin Officiel* of September 27, announced that an additional protocol to the Morocco/UAR trade agreement was signed in Cairo on April 17, 1963. It will be effective for one year until April 16, 1964.

The French text of the announcement, with full details of quotas, may be seen at Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479, 480 and 481).

Morocco and Mali

THE MOROCCAN *Bulletin Officiel* of September 20 announced the renewal of the protocol signed in Rabat on August 28, 1962, to the trade agreement between the Kingdom of Morocco and the Republic of Mali.

The quotas for the lists of goods to be exchanged remain the same. The renewal is for one year from February 15, 1963.

Particulars of these quotas and details about this agreement may be obtained from Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Algerian National Office for Industrial Property

AN ENGLISH TRANSLATION of Decree No. 63-248 of July 10, 1963, which relates to the creation of an Algerian National Office for Industrial Property, is now available and may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433) (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

AUSTRALIA

Electrical Equipment for Southern Electric Authority of Queensland. January 16, 1964. E.S.P. 34373/63.

Hand Tools for Postmaster General's Department. December 19. E.S.B. 34398/63.*

Electrical Equipment for State Electricity Commission of Victoria. (Further information.) Tender documents now available. E.S.B. 30680/63.*

Rulers for Commonwealth Stores Supply and Tender Board, Melbourne. November 28. E.S.B. 34395/63.*

String Insulator Units for Cairns Regional Electricity Board. November 26. E.S.B. 34600/63.*

Transformers for Western Australian Government Tender Board. January 9, 1964. E.S.B. 34331/63.*

The Metropolitan Water, Sewerage and Drainage Board:
Control Valve. December 3. E.S.B. 34348/63.
Sewage Pumping Units. December 10. E.S.B. 34557/63.*

Electricity Commission of New South Wales:
Transformers; Circuit Breakers. December 16. E.S.B. 34330/63.*
Power Station Apparatus. January 6, 1964. E.S.B. 34362/63.*
Transformer. December 23. E.S.B. 34556/63.*

AUSTRIA

Telephone and Equipment for Austrian Post and Telegraph Authority. December 5. E.S.B. 34566/63.

BURMA

Electrical Equipment; Wheelbarrows for Police Supplies Department. November 29. E.S.B. 34504/63/D.L.F.

Defence Department:
Aircraft Servicing Equipment. November 25. E.S.B. 34704/63.*
Pumps. December 10. E.S.B. 34771/63.*

Industrial Development Corporation:
Abrasive Cutting Wheels. November 29. E.S.B. 34721/63.*
Aluminium Shot. November 29. E.S.B. 34722/63.*
Chemicals. November 28. E.S.B. 34772/63.*
Electrodes and Tapered Nipples. December 16 E.S.B. 34559/63.*
Wire Drawing Dies. November 29. E.S.B. 34560/63.*

Civil Stores Committee:
Materials for Plastic Comb Industry. November 28. E.S.B. 34397/63.*
Underground Electrical Installation. November 28. E.S.B. 34565/63.*
Pipe Fittings. December 5. E.S.B. 34785/63.*
P.V.C. Compounds and Copper Wire. November 29. E.S.B. 34396/63.*
Pump. November 28. E.S.B. 34503/63.*
Cast Iron Fittings. December 5. E.S.B. 34717/63.*
Galvanized Culverts. December 5. E.S.B. 34784/63.*
Spigots, Tees and Valve Sluices. December 5. E.S.B. 34788/63.*

CEYLON

Concrete Poles for Ministry of Land, Irrigation and Power. December 31. E.S.B. 34766/63.*
Crown Corks for Milk Board. December 11. E.S.B. 34326/63.
Trolleys for Salt Department. November 27. E.S.B. 34374/63

Government Stores Department:
Peak Caps. December 3. E.S.B. 34375/63.
Gum Boots. December 3. E.S.B. 34376/63.
Kit Bags. November 26. E.S.B. 34374/63.

CHILE

Cranes for La Empresa Portuaria de Chile. (Further Information.) Closing date postponed to November 29. E.S.B. 25932/63.*

COLOMBIA

Fire Engines for Municipality of Manizales. December 9. E.S.B. 34525/63.*
Transformer for Bogota Electricity Company. June 7, 1964. E.S.B. 34558/63.

CONGO REPUBLIC (BRAZZAVILLE)

Telephone Materials for Office Equatorial des Posts et Telecommunications. November 25. E.S.B. 34705/63.*

COSTA RICA

Automatic Telephone Exchanges for El Instituto Costarricense de Electricidade. (Further Information.) Closing date postponed to December 20. E.S.B. 25018/63.*

CYPRUS

Hotel Construction Project for Cyprus Tourism Development Ltd. Closing date not known. E.S.B. 34505/63.

EGYPT

Mechanization of Post Office Sorting Office (Tanta) for Ministry of Communications. (Further Information.) Closing date postponed to February 22, 1964. E.S.B. 27823/63.
Spring Steel for Egyptian Railways. December 10. E.S.B. 34339/63.

General Organization for Executing the Five Year Industrial Plan:
Animal Feed Plant. (Further Information.) Closing date postponed to December 14. E.S.B. 27516/63.
Erection of Glucose Plants. (Further Information.) Closing date postponed to February 1, 1964. E.S.B. 29321/62.*

FORMOSA

Motor Workshop Machinery and Equipment for China Development Corporation. December 16. E.S.B. 34767/63.*

Central Trust of China:
Electrical Testing Equipment. December 14. E.S.B. 34509/63.*
Arc Welders. December 13. E.S.B. 34510/63.*
Well Screen. December 9. E.S.B. 34336/63.*
Ferrolite November 28. E.S.B. 34332/63.*
Steel Plate. December 6. E.S.B. 34512/63.*
Freezer-Dryer. November 30. E.S.B. 34709/63.*
Drilling Equipment. November 29. E.S.B. 34710/63.*
Pick-up Trucks. December 12. E.S.B. 34755/63.*
Cryolite. November 30. E.S.B. 34712/63.*

FRANCE

North Atlantic Treaty Organization:
Stationery. November 30. E.S.B. 34361/63.*
Supply and Installation of High Frequency Transmitters and Receivers. Apply by December 15. G.D. 5035/58(74).

Ministere de l'Interieur:
Paper. November 25. E.S.B. 34322/63.
Paper. November 25. E.S.B. 34323/63.

Supreme Headquarters Allied Powers Europe:
Pencils (Wax, Graphite and Coloured). December 2. E.S.B. 34554/63.*
Tyres and Tubes. December 5. E.S.B. 34340/63.*
Vehicles. December 4. E.S.B. 34341/63.*

GREECE

N.A.T.O. Infrastructure Contract:
Electromechanical and Electronic Installations for the Ministry of National Defence. Apply by December 15. G.D. 95/62(61).
Telephone Communication System for Ministry of Communications. December 4. E.S.B. 34506/63.*

Ministry of Trade:
Cutting Machine. December 16. E.S.B. 34031/63.*
Perforation Machines. December 17. E.S.B. 34032/63.*
Paper. December 6. E.S.B. 34508/63.*
Rotary Cylinder Trajectories. November 25. E.S.B. 34752/63.*
Punched Card Machinery. December 19. E.S.B. 34753/63.*
Zinc. December 13. E.S.B. 34349/63.*

INDIA

Air Conditioning and Ventilation Plant for Reserve Bank of India (Further Information.) Tender documents now available. E.S.B. 32699/63.*
Dam Construction and Equipment for Madhya Pradesh Electricity Board. (Further Information.) Closing date postponed to December 20. E.S.B. 30612/63.
Overhead Travelling Crane for Madras State Electricity Board. December 6. E.S.B. 34575/63.*
Railway Electrification Project for Indian Railways. Tender documents now available. E.S.B. 30753/63.*
Slaughter House Machinery and Electrical Equipment for Bombay Municipal Council. (Further Information.) Closing date postponed to November 30. E.S.B. 19226/63.*
Tainter Gates for Dantiwada Head Works Division. (Further Information.) December 26. E.S.B. 32337/63.
Thermocouple Assembly for Atomic Energy Establishment, Trombay. November 29. E.S.B. 34350/63.
Ventilation and Heating Equipment; Air Conditioning Equipment for Hindustan Shipyard Ltd. (Further Information.) Closing date postponed to December 31. E.S.B. 28171/63.

Procurement Circle, Taiwara Township:
Acetylene Generators; Hoists. February 3, 1964. E.S.B. 34515/63.*
Scrapers. January 29, 1964. E.S.B. 34351/63.*

Maharashtra State Electricity Board:
Power Station Pumps and Ancillaries. December 30. E.S.B. 34544/63.
Thermal Power Plant Piping. (Further Information.) December 9. Tender documents now available. E.S.B. 34008/63.*

U.P. State Electricity Board:
Metering Equipment. (Further Information.) E.S.B. 33102/63.*
Steel Earthwire. December 2. E.S.B. 34516/63.

Directorate General of Supplies and Disposals:
Fork Lift Trucks. December 3. E.S.B. 34781/63.*
Ropeway and Components. (Further Information.) Closing date postponed to December 14. E.S.B. 32287/63.*
Zinc Slabs. January 2, 1964. E.S.B. 34782/63.*

Delhi Electric Supply Undertaking:
Electric Furnaces. November 29. E.S.B. 34779/63.
Temperature and Humidity Cabinet. November 30. E.S.B. 34780/63.

Oil and Natural Gas Commission:
Survey Instruments. November 29. E.S.B. 34783/63.
Auto Machinery Tools and Accessories. November 25. E.S.B. 34777/63.
Spare for Geo Data Playback System. December 18. E.S.B. 34778/63.

IRAN

Filter Rods for Iranian Tobacco Monopoly. January 14, 1964. E.S.B. 34596/63.*
Retorts and Pressure Vessel for Imperial Iranian Army. December 22. E.S.B. 34377/63.*

IRAQ

Air Blowers for Ministry of Municipal and Provincial Affairs. January 4, 1964. E.S.B. 34523/63.
Batteries for Iraqi Republic Railways. (Further Information.) December 2. Tender documents now available. E.S.B. 33196/63.*
Bridge Construction Projects for Ministry of Communications. January 25, 1964. E.S.B. 34538/63.

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Calcium Cyanide for Director General of Agriculture. (Further Information.) December 8. Tender documents now available. E.S.B. 34133/63.*
Dental Units for Ministry of Health. (Further Information.) December 15. Tender documents now available. E.S.B. 33798/63.*
Telephone Exchange for Government Oil Refineries Administration (Further Information.) Tender documents now available. E.S.B. 33198/63.*
Water Meters for Baghdad Water Supply Administration. November 28. E.S.B. 34524/63.
Iraqi Ports Administration:
Desk Telephone Instruments and Batteries. December 29. E.S.B. 34527/63.
Echo Sounder Equipment. (Further Information.) December 29. Tender documents now available. E.S.B. 33800/63.*
Ministry of Finance:
Electroni. Test Equipment. December 22. E.S.B. 34542/63.
Radio Telephones. (Further Information.) December 15. Tender documents now available. E.S.B. 34001/63.*
Ministry of Defence:
Drugs and Medicines. December 22. E.S.B. 34540/63.
Valves—Electric. December 8. E.S.B. 34541/63.
Tools. December 22. E.S.B. 34539/63.
Rubber Tubes. December 1. E.S.B. 27009/63.
Electrical Valves. December 8. E.S.B. 34543/63.*
Steel. December 1. E.S.B. 34553/63.*

IRISH REPUBLIC

Air Sewage Ejectors for Cavan County Council. December 30 E.S.B. 34545/63.

JORDAN

Miscellaneous Mechanical Equipment for Aqaba Port Authority. (Further Information.) Closing date postponed to November 30. E.S.B. 33166/63.

KENYA

Chemicals for Laikipia County Council. November 30. E.S.B. 34599/63.

KOREA

Office of Supply:
Load Centre Unit Sub-Station. November 25. E.S.B. 34707/63.
Machine Tools. November 27. E.S.B. 34775/63.*
Rotary Printing Press. November 29. E.S.B. 34776/63*
X-Ray and Laboratory Equipment. November 28. E.S.B. 34774/63.*

KUWAIT

Chemicals for the Ministry of Electricity and Water. December 4. E.S.B. 34553/63.*

MALAYSIA

Water Supply Equipment for Ministry of Works. December 10. E.S.B. 34378/63.*

NEW ZEALAND

Cable and Accessories for Auckland Electric Power Board. January 17, 1964. E.S.B. 34555/63.*
General Post Office:
Axe and Slasher Handles. December 13. E.S.B. 34742/63.*
Cable. December 13. E.S.B. 34741/63.*
New Zealand Railways:
Diesel Parts Cleaning Machine and Equipment. December 11 E.S.B. 34738/63.*
Lathe. February 12, 1964. E.S.B. 34562/63.
Wire. December 11. E.S.B. 34737/63.*
Ministry of Works:
Fabrics. December 9. E.S.B. 34740/63.*
Cargo Trailers. November 29. E.S.B. 34708/63.
Curtain Material. December 6. E.S.B. 34706/63.*

PAKISTAN

Steel Bolts and Nuts for Pakistan Western Railway. November 25. E.S.B. 34763/63.*
Directorate General Telegraph and Telephone:
Air Conditioning Equipment. (Further Information.) December 4. Tender documents now available. E.S.B. 34040/63.*
Air Conditioning Equipment. (Further Information.) December 4. Tender documents now available. E.S.B. 34041/63.*
Investment Promotion and Supplies Department:
Screening and Washing Plant. November 30 E.S.B. 34520/63.
Purification Plant. November 27. E.S.B. 34518/63.
Directorate of Supply:
Coconut Seeds. December 9. E.S.B. 34537/63.*
X-Ray Equipment. November 28. E.S.B. 34385/63.*
Alum. December 10. E.S.B. 34387/63.*
Reconditioning Machines. November 27. E.S.B. 34382/63.*
Laboratory Equipment November 25. E.S.B. 34384/63.*

This switchboard, under final inspection at the Bedford works of Brookhirst Igranic, is one of a pair ordered by M.I. South Africa for Davy-Ashmore South Africa (Pty.) Ltd. The two boards have a total length of 120 feet and are to control a fully automatic blast furnace at ISCOR Vanderbyl steelworks.

Trailer Pumps. November 25. E.S.B. 34381/63.*
Centrifugal Pump. November 26. E.S.B. 34379/63.*
Motor Graders. (Further Information.) Closing date postponed to November 28. E.S.B. 33718/63.*
Chemicals. November 30. E.S.B. 34391/63.*

PORTUGUESE EAST AFRICA

Ports, Railways and Transport Department:
Aeroplane Motor-Propulsion Spares. December 19. E.S.B. 34310/63.
Aeroplane Spares. December 21. E.S.B. 34308/63.

PORTUGUESE WEST AFRICA

High-Tension Overhead Line for Junta Provincial de Electrificacao de Angola. January 17, 1964. E.S.B. 34736/63.
Office Equipment and Machinery for Direccao Provincial dos Servicos de Fazenda e Contabilidade. November 26. E.S.B. 34735/63.
Water Meters for Water and Electricity Board, Luanda. December 12. E.S.B. 34734/63.

RHODESIA & NYASALAND

Gas Blowers for City of Bulawayo. November 27. E.S.B. 34363/63.*
Sawing Machine for Federal Tender Board. November 29. E.S.B. 34366/63.

SALVADOR

Surgical Bandages for Proveeduria General de la Republica. December 12. E.S.B. 34367/63.*

SAUDI ARABIA

Road Construction Machinery and Equipment for the Ministry of Communications. (Further Information.) Closing date postponed to December 5. E.S.B. 23311/63.

SOUTH AFRICA

Power Station Plant for Cape Town City Council. (Further Information.) February 3, 1964. E.S.B. 10079/63.
Cape Provincial Administration:
Hardware; G. Cramps; Rulers; Sash Cord; Chamois. December 2. E.S.B. 34567/63.*
Scientific Apparatus. December 3. E.S.B. 34356/63.
Tools (Hand and Leatherwork). December 3. E.S.B. 34355/63.*
South African Railways:
Electrical Signalling Materials. December 6. E.S.B. 34548/63.*
Electrical Signalling Material. December 13. E.S.B. 34582/63.*
Oil Circuit Breakers. November 29. E.S.B. 34546/63.*
Transvaal Provincial Tender Board:
Air Basal. November 29. E.S.B. 34762/63.*
X-Ray Equipment. November 29. E.S.B. 34758/63.*
Clinical Audiometer. November 29. E.S.B. 34760/63.*
Image Intensifier. November 29. E.S.B. 34756/63.*
Respirator. November 29. E.S.B. 34759/63.*
State Tender Board:
Laboratory Equipment. December 6. E.S.B. 34572/63.*
Lock Mechanisms. November 27. E.S.B. 34573/63.*
Gas Soldering Outfits. November 27. E.S.B. 34574/63.*
Universal Meters. November 27. E.S.B. 34593/63.*
Water Tanks. November 25. E.S.B. 34571/63.*
Textiles. November 29. E.S.B. 34592/63.*
Lightning Arresters. November 28. E.S.B. 34594/63.*
Diamond Drilling Crowns and Reaming Shells. November 28 E.S.B. 34595/63.*
Transformers. November 29. E.S.B. 34597/63.*

SOUTH VIETNAM

Central Purchasing Authority:
Drugs and Pharmaceuticals. December 4. E.S.B. 34369/63.*
Marine Electric Lanterns. December 4. E.S.B. 34368/63.*
Metal Items. December 4. E.S.B. 34370/63.*

SPAIN

Hole Diggers; Clamshell Buckets for Ministry of Public Works. Closing date no known. E.S.B. 34359/63.
Electrical Equipment for Ministerio del Aire. (Advance Information.) Closing date not known. E.S.B. 34092/63.
Rectifier Equipment for Ministerio de la Gobernacion. Closing date not known. E.S.B. 34786/63.

SUDAN

Ministry of Works:
Air Conditioning Plant. November 30. E.S.B. 34583/63.*
Electrical Installations. November 25. E.S.B. 34744/63.
Pumps. December 5. E.S.B. 34584/63.*
Sudan Railways:
Induction Motors and Accessories; Electric Fans. December 17. E.S.B. 34750/63.*
Pumps. December 10. E.S.B. 34747/63.*
Induction Motors and Accessories. December 16. E.S.B. 34748/63.*
Materials for Construction Project. November 28. E.S.B. 34751/63.*

THAILAND

Axles and Propellers for The Naval Dockyard, Thonburi. November 27. E.S.B. 34588/63.*
Transmission Line Substation for The North East Electricity Authority. January 3, 1964. E.S.B. 34534/63.
The Pharmaceutical Service:
Pharmaceuticals. December 6. E.S.B. 34596/63.
Pharmaceuticals. December 11. E.S.B. 34587/63.
State Railway of Thailand:
Water Gauge Glasses. December 3. E.S.B. 34532/63.
Galvanized Iron Tanks. December 12. E.S.B. 34533/63.

TUNISIA

Surgical Equipment and Accessories for Pharmacie Centrale de Tunisie. November 30. E.S.B. 34761/63.*

TURKEY

Filters (Beer) for Turkish State Monopoly. November 26. E.S.B. 34528/63.

UNITED STATES OF AMERICA

Crane for Bureau of Reclamation. November 26. E.S.B. 34513/63
Power Transformers for U.S. Department of the Interior (Bonneville Power Admin.). November 26. E.S.B. 34580/63.*
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Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4; (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Algeria/Switzerland
Trade Agreement. (C.R.E. 8204/G.)

Australia
Agency inquiry for pharmaceuticals. (E.S.B. 28510/63.)
Agency inquiry for electrical domestic appliances; tools. (E.S.B. 34929/63.)
Inquiry for lampshade materials. (E.S.B. 34124/63.)
Inquiry for caravans. (E.S.B. 34224/63.)
Inquiry for soil sterilizer. (E.S.B. 30046/63.)
"British Weeks". (E.S.B. 34835/63.)
Fireworks day. (E.S.B. 34413/63.)
Reference to the Special Advisory Authority—wool piece-goods. (C.R.E. 5657/62.)

Bahrain
Inquiry for electrical fittings. (E.S.B. 34418/63.)
Economic report, July – September 1963. (C.R.E. 1808/G/3.)

Belgium
Agency inquiry for electric equipment. (E.S.B. 34659/63.)
Agency inquiry for protective clothing. (E.S.B. 34220/63.)

Belgium and Luxembourg
Economic report, July – August 1963. (C.R.E. 3476/G.)

Brazil
Inquiry for machinery and plant. (E.S.B. 32804/63.)

Burma
Inquiry for compressors; well drilling equipment; pumps. (E.S.B. 34210/63.)

Canada
Agency inquiry for leather buttons. (E.S.B. 34865/63.)
Inquiry for electrical control systems. (E.S.B. 34203/63.)
Halifax downtown redevelopment scheme. (E.S.B. 5294/63.)

Ceylon
Agency inquiry for cranes. (E.S.B. 34607/63.)

Chile
Economic report, July – September 1963. (C.R.E. 4475/63.)

Congo Republic (Leopoldville)
Economic report, September 1963. (C.R.E. 3480/G.)

Czechoslovakia
Economic report, April – August 1963. (C.R.E. 2548/63.)

Denmark
Inquiry for textiles. (E.S.B. 34256/63.)
Economic report, September 1963. (C.R.E. 2744/63.)

Egypt
Inquiry for fun fair equipment. (E.S.B. 34235/63.)

Fiji
Inquiry for textiles. (E.S.B. 34186/63.)

Finland
Agency inquiry for aerodrome lighting equipment; communications equipment; air/sea rescue equipment. (E.S.B. 34669/63.)
Agency inquiry for textiles. (E.S.B. 34668/63.)

France
Agency inquiry for skins and linings for glue manufacture. (E.S.B. 34645/63.)
Agency inquiry for dyestuffs; liquid gold. (E.S.B. 34814/63.)
Agency inquiry for automotive parts and accessories; industrial supplies; ships chandlers wares; sports equipment. (E.S.B. 34111/63.)
Agency inquiry for builder's supplies, tools; electric welding equipment; machine tools. (E.S.B. 34961/63.)
Agency inquiry for travelling rugs. (E.S.B. 34683/63.)
Manufacture under licence – pharmaceuticals. (E.S.B. 34241/63.)

Germany (Federal Republic of)
Agency inquiry for clothing. (E.S.B. 34201/63.)
Agency inquiry for kitchenware; chinaware; glassware; electronic equipment; engineering components. (E.S.B. 34237/63.)
Agency inquiry for twist drills. (E.S.B. 34481/63.)
Agency inquiry for corset fabrics. (E.S.B. 34624/63.)
Economic report, October 28 – November 3, 1963. (C.R.E. 1479/G.)
Import of azaleas. (C.R.E. 158/62.)

Ghana
Inquiry for cold storage equipment; tobacco processing plant. (E.S.B. 33910/63.)
Economic report, July – September 1963. (C.R.E. 2766/2/G.)

Guinea (Republic of)
Inquiry for chemicals; detonating fuse. (E.S.B. 34892/63.)

Iceland
Economic report, July – September 1963. (C.R.E. 5196/63.)

Iraq
Inquiry for horse shoe nails. (E.S.B. 34915/63.)
Market report on machine tools and portable power tools. (E.S.B. 29413/63.)
Economic report, August – September 1963. (C.R.E. 2743/63.)

Israel
Market report on raw materials for the veterinary and animal feed industries. (E.S.B. 28665/63.)

Italy
Agency inquiry for rainwear. (E.S.B. 33446/63.)
Agency inquiry for timber. (E.S.B. 33560/63.)
Agency inquiry for electrical domestic appliances. (E.S.B. 34270/63.)
Inquiry for chemicals. (E.S.B. 34601/63.)

Jamaica
Agency inquiry for bearings; chain and components for chain slings; weighbridges; scales. (E.S.B. 34122/63.)

Jordan
Inquiry for food preservatives; cartons. (E.S.B. 30435/63.)

Kenya
Economic report, April – September 1963. (C.R.E. 7657/G.)

Malaysia
Agency inquiry for flavouring essences; paper and paperwares. (E.S.B. 34221/63.)
Inquiry for steel rivets. (E.S.B. 33095/63.)
Inquiry for domestic gas appliances; disposable medical equipment. (E.S.B. 34217/63.)

Netherlands
Agency inquiry for insulation building materials; chemical raw materials. (E.S.B. 34874/63.)
Agency inquiry for tweed and worsted piece-goods. (E.S.B. 34859/63.)
Collaboration – machinery and plant. (E.S.B. 34465/63.)

Nigeria
Inquiry for wire. (E.S.B. 32898/63.)

Northern Rhodesia
Industrial opportunities. (E.S.B. 20741/63.)

Norway
Inquiry for electric motors. (E.S.B. 34466/63.)

Pakistan
Inquiry for cast iron scrap. (E.S.B. 34184/63.)

Philippines
Inquiry for machinery and plant. (E.S.B. 34487/63.)

Portuguese East Africa
Economic report, July – September 1963. (C.R.E. 4282/G.)

Rhodesia and Nyasaland (Federation of)
Economic report, July – September 1963. (C.R.E. 751/3/R.)

Saudi Arabia
Inquiry for pumps. (E.S.B. 34469/63.)

Singapore and British Borneo Territories
Economic report, July – September 16, 1963. (C.R.E. 7321/63.)

South Africa
Agency inquiry for plastics leather cloth; textiles. (E.S.B. 34697/63.)
Agency inquiry for piece-goods. (E.S.B. 31166/63.)
Agency inquiry for metal picture frames. (E.S.B. 33950/63.)

Spain
Inquiry for prefabricated building components. (E.S.B. 32164/63.)

Sweden
Agency inquiry for metal hose and fittings; plastics expansion joints; rubber hose. (E.S.B. 34106/63.)

Switzerland
Agency inquiry for rubber hydraulic hoses. (E.S.B. 34132/63.)
Agency inquir for whisky. (E.S.B. 34809/63.)
Inquiry for balloons. (E.S.B. 34114/63.)
Inquiry for synthetic cryolite. (E.S.B. 34861/63.)

Tanganyika
Inquiry for die casting machinery and materials. (E.S.B. 34240/63.)

Trinidad
Agency inquiry for carpentry and garden tools. (E.S.B. 33496/63.)

Turkey
Inquiry for brewery plant and equipment. (E.S.B. 34681/63.)

Uganda
Inquiry for machinery for making bottles; paper bag making machinery. (E.S.B. 34484/63.)

U.S.A.
Inquiry for lollipop sweets. (E.S.B. 32509/63.)
Inquiry for souvenir items. (E.S.B. 34485/63.)
Inquiry for steel wire and rods. (E.S.B. 34024/63.)
Market report on textile machinery – supplement. (E.S.B. 21250/8/63.)
Public relations, market research and consultants services. (E.S.B. 34806/63.)

Directors of Cochrane & Sons Ltd., seen with the leading Icelandic fishing industrialist Mr. Gudmundur Jorundsson and his wife after she had launched a new trawler, Jorundur II, *at Selby recently. From left to right are: Mr. A. L. Cochrane, chairman of the shipbuilders; Mrs. Cochrane; Mrs. Marta Jorundsson; Mr. Jorundsson; Mr. A. C. Kelly, technical director; and Mr. D. M. Wait, managing director.*

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Group I — Trade Expansion
1. *Why?* (why must we expand exports?)
2. *How?* (how are we going to do it?)
3. *Where?* (where are our potential markets?)

Group II — Economic Growth
4. *Economic Growth* (why we need to 'grow' faster)
5. *Target for Growth* (what it means: Neddy's role)
6. *Action for Growth* (how to reach our growth rate)

Group III — Aspects of Growth
7. *Growth and Change* (how should industry plan?)
8. *Growth and Manpower* (how must we use manpower?)
9. *Growth and Investment* (how do we get the tools?)
10. *Our Aid Effort* (how we help poorer countries)

Poster:
1. 'What we sell abroad'

Further broadsheets and posters are planned. Broadsheets 1 to 10 and Poster 1 are available now (free) from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

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Export tours of U.K. businessmen

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

World selling tour for cough sweets

Mr. Peter L. Aspinall, managing director of White, Hudson and Co. Ltd., Southport, left the United Kingdom on November 5, for a world tour during which he will promote the export sales of 'Hacks' cough sweets and study the market potential for the company's new range of cherry cough drops. During the 10-week trip Mr. Aspinall will visit White, Hudson's agents in the United States, Canada, Fiji, New Zealand, Australia, Malaya, Thailand and Hong Kong. Before leaving Mr. Aspinall stated that frequent personal selling trips overseas during the past 10 years had contributed to a large and growing export trade for the firm's cough sweets which were now exported to some 35 to 40 countries.

Confectionery sales trip

Mr. Henry H. Harris, a director of Harley Ltd., confectionery and chocolate manufacturers of London, is travelling to the United States on November 29. Mr. Harris intends first to visit Los Angeles and then to arrange distributors for his company's products (mainly soft jellied sweets) in the West Coast area. Mr. Harris's main reason for visiting North America is to maintain contact with his customers in Vancouver and Toronto. While in Los Angeles he will be following up inquiries received as a result of personal recommendations from customers in Canada. This will be Mr. Harris's fifth trip to North America, where his company have already established considerable sales.

Hosiery and lingerie for North America

Mr. J. R. Westland, sales director of Charnos Ltd., Ilkeston, arrived in New York on November 11 and will travel to Montreal on November 18. He will be interested primarily in assessing new technical developments in the textile, hosiery and lingerie trades in North America but, at the same time, he intends to investigate the market prospects for the products made by Charnos Ltd.

Exchange of manufacturing facilities

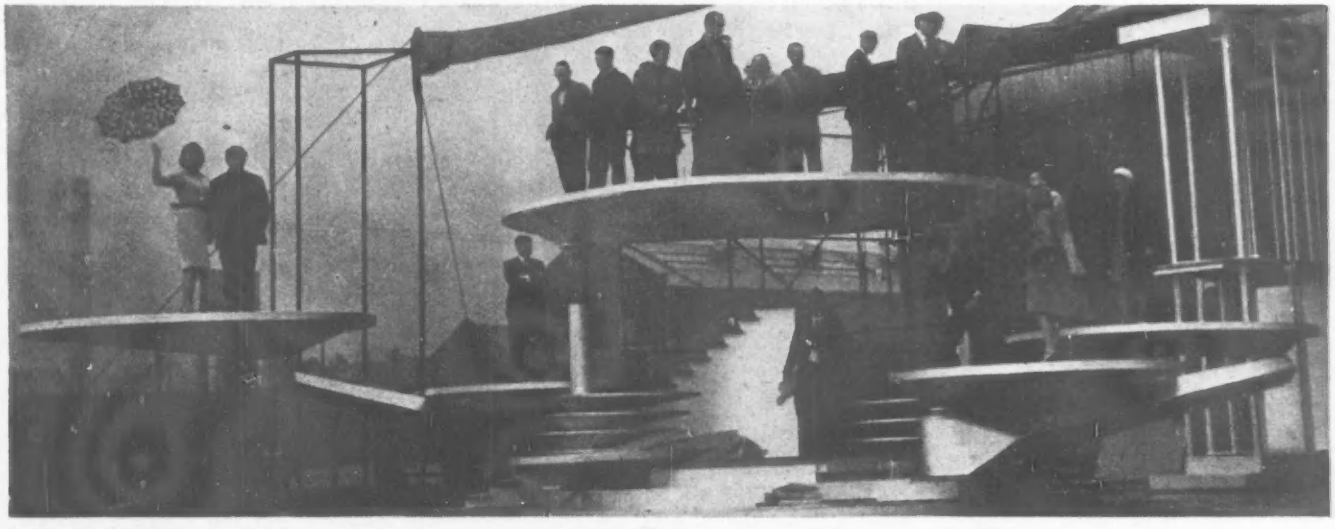
Mr. A. Wallace-Turner, president of the Scientific Development Corporation, London, and a specialist in the negotiation of international patent licences and agreements, left Southampton on board the *Queen Mary* on October 24, for a month's trip, from October 29 to November 29, to the United States. He plans to visit New York, Washington, Chicago and San Francisco. His purpose is to offer, on behalf of his company, financial and technical assistance to the originators of scientific ideas, to arrange United States manufacturing facilities for a number of European firms and to meet American firms who wish to grant licences for the manufacture of their goods in Europe. Details of Mr. Wallace-Turner's visit have been forwarded to the Commercial Department of the British Embassy in Washington.

British manufacturer honoured in Canada

Mr. A. Carleton Whitlock, chairman of Whitlock Bros. Ltd., Great Yeldham, is travelling to North America at the end of this year, together with his export sales director, Mr. Geoffrey E. Smith. Mr. Carleton Whitlock has been invited by the executive of the Canadian Farm and Industrial Equipment Exhibition to be the Honourable Patron and Host of their 1964 Show and Convention, to be held at Toronto from January 29 to February 1. It is said that this is only the second time that anyone outside Canada has been invited to fill this position. Mr. Whitlock has been invited to take part in radio discussions and to appear on television during his stay in Canada. He will deliver papers on engineering subjects to manufacturers, dealers, industrialists and members of government and he has also been asked to speak on 'British farms and farming' at the annual conference of the Soils and Crop Improvement Association. Mr. Carleton Whitlock and Mr. Smith are combining these functions with an export tour for their company's range of agricultural machinery.

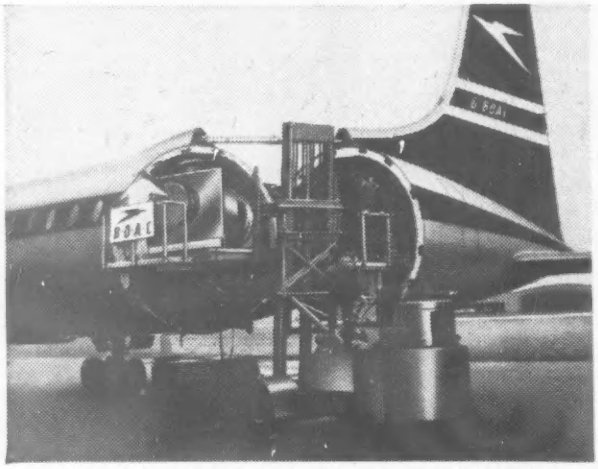
Reproduction furniture sales tour

Mr. B. B. Funnell, managing director of Bevan Funnell Ltd., Newhaven, left the U.K. on November 4 on an extended business tour of Europe and will be away until the beginning of December, making short return visits to his works during this time. In September this year, Mr. Funnell, accompanied by Mrs. Funnell, took a 63-ft. yacht up the Seine to Paris and spent a week entertaining the company's customers and friends. The company reports that their exports of reproduction furniture have easily exceeded their target figure of £250,000 for the current year, partly due to a very considerable rise in business with the Scandinavian countries.



The U.S. $200,000 stage engineered and developed by Lede Ltd., Bracknell, for the Dunes Hotel Theatre, Las Vegas. This project was conceived in December 1962 and all the development work and building was completed in nine months. The stage, which is claimed to be the first to carry the performers into the audience, will be used in a new show scheduled for opening on December 23.

Here's why BOAC leads in AIRFREIGHT TRANSATLANTIC



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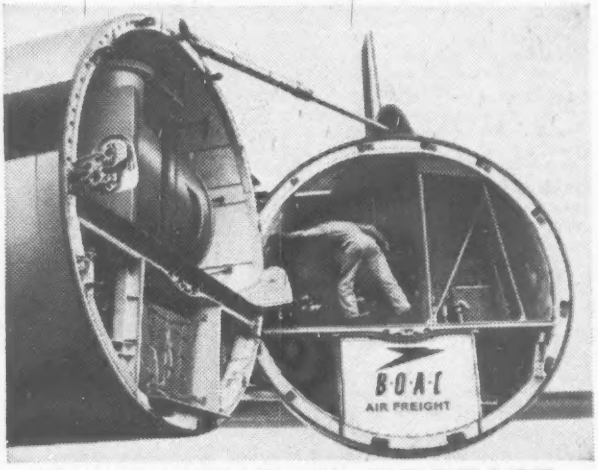
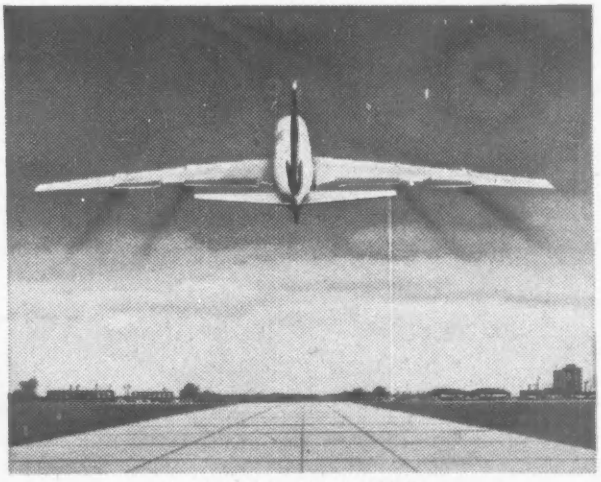


WAY AHEAD IN AIRCRAFT
New swing-tail CL44s, 707 jets and DC-8s

WAY AHEAD IN FREQUENCY
With T.C.A., 60 cargo-carrying jet services every week



AWAY AHEAD!
Only BOAC flies from London, Manchester and Prestwick

BOAC's unrivalled transatlantic cargo services mean more business opportunities for you the exporter! New developments centre round the addition of 6 CL44 all-freight services a week. BOAC CL44s can take any load from an 80ft. piece of machinery weighing 28 tons down to the smallest packages—all at economical rates. Add to this your savings in insurance and packing, and the many comprehensive BOAC facilities that help speed your goods to an immediate profit, and you can see why it now makes double the sense to jet your freight by BOAC. *Have a word with your BOAC Appointed Cargo Agent, or get in touch with BOAC.*

B·O·A·C
speeds the export drive

BRITISH OVERSEAS AIRWAYS CORPORATION WITH T.C.A.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

Customs tariff amendments and extensions

THE CANADIAN GOVERNMENT has issued an Order-in-Council P.C. 1963-1551 effective on November 1, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the Tariff are shown in italics and deletions are indicated by square brackets.

SCHEDULE A

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
		Per cent.	Per cent.	Per cent.
39g	Potato starch milk for use in the manufacture of chlorinated potato starch (Expires October 31, 1964)	10	10	25
158a	Methyl alcohol [when imported by manufacturers] for use exclusively in the manufacture of formaldehyde [in their own factories], subject to the provisions of the Excise Act, and regulations thereunder (Expires October 31, 1965)	Free	Free	Free
208y	Urethane and methyl pentanal for use in the manufacture of meprobamate (Expires October 31, 1965)	Free	Free	25
208z	Acetyl acetone for use in the manufacture of sulpha drugs (Expires October 31, 1965)	Free	Free	25
216f	*Monocalcium citrate in a water slurry for use in the manufacture of citric acid and salts thereof* (*Expires October* 31, 1964)	*Free*	*Free*	*25*
220f	Askarels (non-flammable liquids) for use in the manufacture of electrical apparatus (Expires October 31, 1965)	Free	5	25
220g	Electrode paste (Soderberg type) for use in the manufacture of pig iron (Expires January 31, 1964)	Free	Free	25
232h	Ossein [when imported by manufacturers of gelatine] for use exclusively in the manufacture of gelatine [in their own factories] (Expires October 31, 1965)	Free	Free	25
272c	Residual oils of petroleum origin, for use in the manufacture of carbon black per gallon (Expires October 31, 1964)	Free	Free	1 ct.
296k	*Dead-burned magnesite containing not less than 83 per cent magnesium oxide for use in the manufacture of magnesite fire brick or chrome fire brick* (*Expires October* 31, 1964)	7½	7½	*30*
316c	Glass tubing in straight lengths of not less than three feet, not coated, for use in Canadian manufactures (Expires October 31, 1965)	Free	Free	10
326q	Beads, drops or other shapes of synthetic resins, for use in the manufacture of imitation pearls (Expires October 31, 1965)	Free	Free	30
347b	Tungsten rod and tungsten wire for use in Canadian manufactures (Expires October 31, 1965)	Free	Free	25
349d	Sheet or plate, of magnesium or alloys of magnesium, plain, corrugated, pebbled, or with a raised surface pattern, for use in Canadian manufactures (Expires October 31, 1965)	Free	Free	25
382	Sheet or strip of iron or steel, corrugated or not, and whether or not with rolled surface pattern: (8) Coated with metal or metals other than lead, zinc or tin (Expires October 31, 1965)	2½	10	20
382b	Sheet or strip, of iron or steel, hot- or cold-rolled, not more than 0·025 of an inch in thickness, containing not less than 2·90 per cent of silicon, coated or not, for use in the manufacture of electrical apparatus or parts of electrical apparatus (Expires October 31, 1964)	Free	Free	12½
398b	Hot-rolled *or extruded* steel hollows for use in the manufacture of cold-reduced *or cold-drawn* seamless steel tubes (Expires October 31, 1964)	Free	Free	30
402h	Wire of iron or steel, uncoated, curved or not, in coils, not more than 0·144 inch and not less than 0·080 inch in diameter, with tolerance not to exceed 0·004 inch, [when imported by manufacturers of woven or welded wire fencing] for use in the manufacture of woven or welded wire fencing [in their own factories]. (Expires October 31, 1964)	7½	7½	20
428k	Gasoline internal combustion engines with a displacement of more than 500 cubic inches and air-cooled gasoline internal combustion engines with a displacement of less than 200 cubic inches, for use in the manufacture of snowblowers (Expires October 31, 1964)	2½	7½	30
434f	*Hydraulic units for use in the manufacture of hydracushion underframes for railway cars* (*Expires October* 31, 1964)	*Free*	7½	*30*
438m	Brass or bronze sheet or strip, 0·080 inch or less in thickness, not more than six and one-half inches in width, for use in the manufacture of split-type bushings for motor vehicles (Expires October 31, 1964)	Free	Free	30
438r	Bumper face bars of bare metal, not finished in any degree after final forming, of a type not made in Canada, for use in the manufacture of motor vehicle bumpers (Expires October 31, 1964)	Free	Free	35
438t	Parts for use in the manufacture of five or more speed transmissions *and auxiliary transmissions* for motor vehicles (Expires October 31, 1964)	Free	Free	27½
445w	[Parts of electric dry shaving machines for use in removing human hair, for use in Canadian manufactures] (Expired June 30, 1963)	[Free]	[Free]	[10]
445w	*Parts for use in the manufacture of moulded commutators* (*Expires October* 31, 1964)	*Free*	7½	*30*
445x	*Parts for use in the manufacture of submersible electric motors* (*Expires October* 31, 1964)	*Free*	7½	*30*
446r	Stainless steel bottom domes and top domes, *whether or not composed in part of rubber*, with or without lock ring attached, punched or not, for use in the manufacture of soft drink syrup containers (Expires October 31, 1964)	Free	5	35
455a	*Parts for use in the manufacture of locks specified in Tariff Item* 455 (*Expires October* 31, 1964)	5	5	*35*
463e	*Parts, not including electric light bulbs, tubes, or exciter lamps, for use in the manufacture of still and motion picture projectors with or without sound equipment* (*Expires October* 31, 1964)	*Free*	7½	*30*
530f	*Sliver strands in ropelike form, wholly or in part of wool or hair, for use in the manufacture of braided mats and rugs and, per pound* (*Expires October* 31, 1964)	*Free*	*Free*	22½ 22½ cts.
561f	Yarns, wholly of man-made fibres or filaments, 1,100 denier or coarser, 2-ply, for use in the manufacture of weftless tape used in packaging goods but not less than, per pound (Expires October 31, 1964)	7½	12½ 11 cts.	35 28 cts.
616f	Rubber, partially compounded, for use in the manufacture of liquid compounds for sealing cans or jars (Expires October 31, 1965)	Free	Free	27½
660b	Plates, curved or not, consisting of a layer of cellulose plastic composition and metal, coated or not, for the production of printing plates (Expires October 31, 1964)	[7½] *10*	[7½] *10*	[30] *30*

CANADA, continued

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
		Per cent.	Per cent.	Per cent.
875b	Antibiotics, crude, and antibiotic intermediates, structurally based on 6 aminopenicillanic acid, not further processed than extracted from their primary fermentation liquors, in crystalline form, of a kind not produced in Canada, for use in the manufacture of antibiotics . . . . (Expires October 31, 1965)	Free	Free	25

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Cartoning machines, as used for the erection, loading with various articles of merchandise and the closing of cartons in sizes up to and including 4″ by 8¼″ by 12″.

(Ruling effective December 6, 1963)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-7-1 dated November 5, 1963.

BRAZIL

Exchange Control Regulations

BY INSTRUCTION No. 254 of the Brazilian Superintendency of Money and Credit (SUMOC), the prior deposit required by the Bank of Brazil in respect of import payments and financial remittances has been raised to 100 per cent of the foreign exchange value of the operation. The deposit is returned at the end of 30 days in the form of Bank of Brazil 180-day Bills, which are interest free.

A further Instruction, No. 256, raises the deposit rate to 200 per cent for the following transactions:

1. All imports of goods in the 'Special' import category.
2. The import of certain 'General' category goods, which are to be specified by the Bank of Brazil. (Details will be published as they become available).
3. Earnings from foreign cinematograph films.

Prior deposits will not be required in respect of:-

1. Imports of goods originating in countries of the Latin American Free Trade Area (LAFTA), which are shown on the National List of Brazil.
2. Certain imports and financial transfers to be specified periodically in a list published by the Bank of Brazil.
3. Imports and financial transfers made by Federal, State and Municipal authorities.

Fiscal dollar rate

THE BRAZILIAN FISCAL dollar exchange rate, used for the calculation of *ad valorem* customs duties, will be 593.65 Cruzeiros to the United States dollar during the month of November.

JAMAICA

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further amended by the addition of the following new item:-

85. Berets of wool-felt and fur-felt.

Inquiries about the above notice should be adressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further amended by *deleting* Item 63. Straw goods and *substituting* therefor:

63. Manufactures of natural or man-made straw.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

MEXICO

Import control on some hides lifted

A NOTICE published in the *Board of Trade Journal* on August 30, 1963 (page 481) reported the prohibition of imports into Mexico of hides, wet, green or dried, untanned of bovines under Tariff headings 200.00.08 and 200.00.09.

The Mexican *Diario Oficial* of October 22, 1963 published the text of a telegram sent to all Customs Houses in the Republic cancelling the prohibition with effect from October 10, 1963.

NEW ZEALAND

Customs tariff and import licensing inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to hold an inquiry to determine what tariff and import licensing treatment should be accorded to fibres, yarns and fabrics of wool or man-made fibres or mixtures to achieve the maximum use of wool consistent with the development of local wool and man-made fibre industries taking into account consumer requirements and export possibilities of both industries. The inquiry will concern tariff items in the following groups:

Textile Fibres (not manufactured into yarns, threads or fabrics) and waste:—

Group 262 – Wool and other animal hair
Group 266 – Synthetic and artificial fibres
Group 651 – Textile yarn and thread
Group 652 – Cotton fabrics of standard type (not including narrow and special fabrics)
Group 653 – Textile fabrics of standard type (not including narrow and special fabrics) other than cotton fabrics.
Group 654 – Tulle, lace, embroidery, ribbons, trimmings and other small wares
Group 655 – Special textile fabrics and related products

Details of the tariff items together with rates of duty can be seen at Board of Trade, Room E.54, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 468).

'Notes for the Guidance of Witnesses' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can also be seen at that address.

The inquiry will take place on March 17, 1964 and typewritten statements of evidence (twelve copies of which are normally required) should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than March 3, 1964. Each statement of evidence will, in general, need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period, and exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence of the forthcoming inquiry.

Trade associations thought to be interested in the above inquiry have been informed and it is suggested that any British firm wishing to give evidence should get in touch with its trade association. Firms proposing to give independent evidence through their agents in New Zealand and wanting further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2611), quoting reference CRE 13933/63.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, of their intention.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 2410, *Board of Trade, Horse Guards Avenue, London, S.W.*1 *(Tel. Trafalgar* 8855, *Ext.* 2192). *Telegrams and cables should be addressed 'Boneblack, London.'

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Tariff by Customs Proposals which came into effect on October 31, 1963. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively. Tariff changes affecting paper will be published in the next issue of the *Board of Trade Journal*.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
94	[Soap:						
	(A) Toilet, fancy, or medicated . . . . . per lb. or *ad val.* whichever rate returns the higher duty.	4d. 10%	6d. 22½%	8½d. 35%	No change (Under new Item 94 (A) (1))		
	(B) N.e.i.; soap substitutes and compounded detergents for washing and cleansing purposes, not including saponaceous disinfectants] . . . . . *ad val.*	10%	27½%	45%	No change (Under new Items 94 (A) (2) and 94 (B))		
	(A) Soap, including medicated:						
	(1) Toilet, fancy, or medicated . . . . . per lb. or ad val. whichever rate returns the higher duty.	No change (Under former Item 94 (A))			4d. 10%	6d. 22½%	8½d. 35%
	(2) Other . . . . . ad val.	No change (Under former Item 94 (B))			10%	27½%	45%
	(B) Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap . . . . . ad val.	Various (Under former Items 94 (B), 225 (C) (1) and 225 (C) (2) and Item 281 (L))			10%	27½%	45%
118	(B) Roof coverings in the piece [floor coverings] and similar materials, surfaced or unsurfaced, consisting of felt, textile, or paper base, impregnated or laminated with bituminous, asphaltic, tar or pitch emulsions or similar preparations, *not covered by sub-item (C);* dampcourse and similar materials in sheets or rolls . . . . . *ad val.*	12½%	35% Primage duty	37½%	No change		
	ad val.	Exempt	5%	10%	*ad val.* 25%	35%	50%
	ad val.					(Under new Items 118 (C) (1) and (C) (3) (b))	
	[(C) (1) Linoleums . . . . . *ad val.*	17½%	32½%	32½%	17½% (Under new Item 118 (C) (2) (c))	27½%	32½%
	(2) Floor coverings having a surface similar to linoleums, not covered by Item 368 (A) (3) (a) and not being tiles:				25%	35%	50%
	(a) With paper felt base . . . . . *ad val.*	17½%	27½%	32½%	(Under new Item 118 (C) (1))		
	(b) Other] . . . . . *ad val.*	17½%	32½%	32½%	25% (Under new Item 118 (C) (2) (a))	35%	50%
	(C) (1) Linoleums and materials prepared on a textile base in a similar manner to linoleum, whether or not of a kind used as floor coverings, and whether or not cut to size; floor coverings consisting of a coating applied on a textile base, whether or not cut to size ad val.	Various (Under Item 118 (B) and former Items (C) (1), (C) (2) (b) and 240 (A) (2))			25%	35%	50%
	(2) Floor coverings prepared on a base of paper or of paperboard, whether or not cut to size:						
	(a) Coated with linoleum compound . . . . . ad val.	17½%	27½%	32½%	25%	35%	50%
		(Under former Item 118 (C) (2) (a))					
	(b) Coated with a compound of or containing vinyl polymers or copolymers . ad val.	17½%	27½%	32½%	25%	35%	50%
		(Under former Item 368 (A) (3) (a) (2))					
	(c) Other . . . . . ad val.	12½%	35%	37½%	17½%	27½%	32½%
	ad val.	Exempt	Primage duty 5%	10%			
		(Under Item 118 (B))					
	(3) Floor or wall coverings of artificial plastic material, of rubber, of synthetic rubber, of cork, of asbestos, of asphalt or of material similar to asphalt, or a combination of two or more of the foregoing materials, whether or not reinforced or laminated, and whether or not cut to size, not being wall boards and not covered by paragraph (1) or (2):						
	(a) Of the styrene type . . . . . ad val. or per sq. yd.	17½% 2s. 3d.	35% 4s. 6d.	47½% 6s. 0d.	17½%	35%	47½%
		(Under former Item 368 (B) (2) (a))					
	(b) Other . . . . . ad val.	Various (Under Item 118 (B) and former Items 240 (A) (1), (A) (2) and (A) (3), 332 (C), 367 (B) (2) (a), 368 (A) (3) (a) (1), and (A) (3) (a) (3))			25%	35%	50%
146	[Plates, prepared, for engravers and lithographers, viz.:						
	(A) Plates, zinc, prepared for process engravers . . . . . *ad val.*	10%	25% Primage duty	25%	15%	25%	35%
	ad val.	Exempt	4%	4%	(Under new Item 211 (C) (1))		
	(B) Other] . . . . . *ad val.*	Free	10% Primage duty	10%	Free	7½%	7½%
	ad val.	Zinc sheets: Exempt	4%	4%	(Under new Item 211 (C) (2))		
	ad val.	Other: 5%	10%	10%			
175	[(C) Parts for refrigerating appliances, viz.:						
	(1) Sealed unit compressors not exceeding ¼ horsepower whether or not imported with evaporators or metal pressings for cabinets provided any such combinations do not constitute a complete or substantially complete refrigerating appliance . . *ad val.*	30%	47½%	47½%	Being or incorporating sealed motor compressors of 2 horsepower rating or less:		
	And, in addition, a temporary duty of each	£1 10s. 0d.	£1 10s. 0d.	£1 10s. 0d.	40%	57½%	65%
	Provided that, in respect of such goods in direct transit to Australia on June 22, 1962, which are entered for home consumption on arrival, not additional temporary duty shall be payable.				*or* each: £3 10s. 0d.	£3 10s. 0d.	£3 10s. 0d.
	(2) Compressors including sealed or semi-sealed unit compressors not exceeding 5 horsepower, whether or not imported with evaporators or metal pressings for cabinets or with cabinets, provided any such combinations do not constitute a complete or substantially complete refrigerating appliance, not covered by paragraph 1 . . *ad val.*	30%	47½%	47½%	and *ad val.*: —	17½%	25%
	And, in addition, on the compressors, including sealed or semi-sealed unit compressors, a temporary duty of . . . . . *ad val.*	10%	10%	10%	(Under New Item 175 (C) (1))		
	Provided that, in respect of such goods in direct transit to Australia on June 22, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.				Otherwise: 30%	47½%	47½%
	(3) Compressors, evaporators and sealed or semi-sealed units, cabinets and metal pressings for cabinets, combined or separate, not covered by paragraph 1 or 2; parts, n.e.i.] . . . . . *ad val.*	30%	47½%	47½%	(Under new Item 175 (C) (1) or (C) (2))		
					No change (Under new Item 175 (C) (2))		

AUSTRALIA, continued

Tariff Item	Goods	Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
	(C) Parts for refrigerating appliances, viz.: Compressors, evaporators, cabinets, metal pressings for cabinets; parts, n.e.i.:						
	(1) Being or incorporating sealed motor compressors of 2 horsepower rating or less:						
	on the compressor — *ad val.*				40%	57½%	65%
	— *or* { *each*				£3 10s. 0d.	£3 10s. 0d.	£3 10s. 0d.
	— { *and ad val.*	See former items 175(c) (1), (2) and (3) above			—	17½%	25%
	— *whichever rate returns the higher duty.*						
	on the remainder (if any) — *ad val.*				30%	47½%	47½%
	(2) Other — *ad val.*				30%	47½%	47½%
179	Electrical machines and appliances:						
	(E) Static transformers, including X-ray transformers:						
	(5) Suitable for use, or generally similar to those used, in radio and television transmitters and receivers and audio amplifiers:						
	(a) Power supply *transformers; horizontal deflection transformers (television receiver type)* — each	7s. 6d.	12s. 6d.	12s. 6d.		No change	
	— or *ad val.*	27½%	45%	45%			
181	Electrical articles and materials, viz.:						
	(E) Radio telegraphic and radio telephonic transmission and reception apparatus; radio broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus radar apparatus and radio remote control apparatus:						
	(2) (*a*) Television receivers designed for the reception of signals without line connection, with or without radio broadcast receivers and sound recorders and reproducers, including furniture incorporating such goods, assembled and complete, including partly assembled or incomplete goods which the Minister directs shall be deemed to be assembled and complete:						
	On the receiver less picture tube — each	£25	£25	£25		No change	
	— and *ad val.*	27½%	45%	45%			
	And on the picture tube — each	£6	£6	£6			
	— and *ad val.*	—	12½%	12½%			
	(b) Channel tuners for television receivers of the type covered by sub-paragraph (a), assembled and complete, including partly assembled or incomplete channel tuners which the Minister directs shall be deemed to be assembled and complete:						
	On the tuner less valves — *ad val.*				27½%	45%	45%
	— *or* { *each*				£1 5s. 0d.	£1 5s. 0d.	£1 5s. 0d.
	— { *and ad val.*	27½%	45%	45%	—	17½%	20%
	— *whichever rate returns the higher duty.*	(Under former Item 181 (K) (2))					
	And on the valves — each				2s. 6d.	3s. 9d.	3s. 9d.
	— *or ad val.*				27½%	45%	45%
	— *whichever rate returns the higher duty.*						
	[(K) Parts for goods covered by sub-item (J) (3) or (J) (6) or Item 179 (E) (5), but not including glass envelopes; parts, n.e.i., for goods covered by sub-item (E) (1) or (E) (2):						
	(1) Television deflection yokes — *ad val.*	27½%	45%	45%	27½%	45%	45%
	And, in addition, a temporary duty of — each	7s. 6d.	7s. 6d.	7s. 6d.	*or*, each:		
	Provided that, in respect of such goods in direct transit to Australia on November 9, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.				10s. 0d.	10s. 0d.	10s. 0d.
					and *ad val.*:		
					—	17½%	20%
					(Under new Item 181 (L) (3))		
	(2) Other] — *ad val.*	27½%	45%	45%	No change		
					(Under new Item 181 (K))		
					Various		
					(Under new Item 181 (E) (2) (b))		
	(K) Parts for goods covered by sub-item (J) (3) or (J) (6) or Item 179 (E) (5), but not including glass envelopes; parts, n.e.i., for goods covered by sub-item (E) (1), (E) (2) or (L) (3) ad val.	27½%	45%	45%	27½%	45%	45%
		plus a proportion of temporary duty on deflection yokes. (Under Parts Order)					
		No change (Under former Item 181 (K) (2))					
	(L) (3) (New paragraph) Deflection yokes, complete or substantially complete, for picture tubes as used in television receivers — *ad val.*	27½%	45%	45%	27½%	45%	45%
		and a temporary duty of:					
	— *or* { each	7s. 6d.	7s. 6d.	7s. 6d.	10s. 0d.	10s. 0d.	10s. 0d.
	— { *and ad val.*	(Under former Item 181 (K) (1))			—	17½%	20%
	— whichever rate returns the higher duty.						
211	(*A*) Printers' type, including spaces and quads; lino. and other slugs; metal furniture and quotations — *ad val.*	15%	35%	35%		No change	
	(*B*) *Wood type* — *ad val.*		No change		22½%	47½%	47½%
			(Under Item 303 (A))			Primage duty	
	— *ad val.*				5%	10%	10%
	(C) Blocks, plates, cylinders and lithographic stones, prepared (for example, by planing, graining or polishing) so as to be suitable for engraving or otherwise receiving an image for subsequent use in printing:						
	(1) *Zinc plates for photo-engraving* — *ad val.*	10%	25%	25%	15%	25%	35%
	— *ad val.*	Exempt	Primage duty 4%	4%			
			(Under former Item 146 (A))				
	(2) *Other* — *ad val.*		Various		Free	7½%	7½%
			(Under former Items 146 (B) and 261 (A) (1))				
225	[(C) Organic surface-active agents, viz.:						
	(1) Turkey red oil — per gallon	6d.	8d.	8d.	*ad val.* 10%	27½%	45%
	(2) Sulphonated oils, other] — per gallon	6d.	9d.	9d.	(Under new Item 94 (B))		
228	[(D) Tall oil] — per ton	£42	£42	£42	Free	Free	Free
					(Under new Items 228 (D) (1) and (D) (2) (a))		
					No change		
					(Under new Item 228 (D) (2) (b))		
	(D) Tall oil:						
	(1) *Crude* — per ton	£42	£42	£42	Free	Free	Free
	(2) *Other:*	(Under former Item 228 (D))					
	(*a*) *As prescribed by Departmental By-laws*				Free	Free	Free
	(*b*) *Other* — *per ton*		No change		£42	£42	£42
			(Under former Item 228 (D))				
230	(D) Fatty acids, not chemically defined; acid oils from refining; fatty alcohols, not chemically defined and not being artificial waxes:						
	[(5) Stearic acid — per lb.	¾d.	1½d.	1½d.	per ton £12	£14	£16
	(6) Oleic acid] — per gallon	6d.	8d.	8d.	(Under new Item 230 (D) (5))		
	(5) *Oleic acid; stearic acid* — *per ton*	(See former Items 230 (D) (5) and (D) (6) above)			£12	£14	£16
	(6) *No paragraph.*						
240	[(A) Tiles, flooring and wall, including mosaic, not covered by Item 367 (B) (2) (a), 368 (A) (3) (a) or 368 (B) (2) (a):						
	(1) Of artificial plastic material — per square yard	2s. 3d.	4s. 6d.	6s. 0d.	*ad val.* 25%	35%	50%
	— or *ad val.*	17½%	35%	47½%	(Under new Item 118 (C) (3) (b))		
	— whichever rate returns the higher duty.						
	(2) Of linoleum; of cork — per square yard	2s. 3d.	4s. 6d.	6s. 0d.	25%	35%	50%
	— or *ad val.*	17½%	35%	47½%	(Under new Items 118 (C) (1) and (C) (3) (b))		
	— whichever rate returns the higher duty.						

AUSTRALIA, continued

Tariff Item	Goods	Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
	(3) Of rubber . . . . . per square yard or *ad val.* whichever rate returns the higher duty.	2s. 3d. or 17½%	4s. 6d. or 35%	6s. 0d. or 47½%	25% (Under new Item 118 (C) (3) (b))	35%	50%
	(4) Of glass, whether or not glazed or enamelled . . . . . per square yard or *ad val.* whichever rate returns the higher duty.	2s. 3d. or 17½%	4s. 6d. or 35%	6s. 0d. or 47½%	No change (Under new Item 240 (A) (2))		
	(5) Of ceramic materials, whether or not glazed or enamelled, including tile biscuit:						
	(a) In sizes of less than 5 inches by 2 inches or its equivalent . . . . *ad val.*	Free	7½%	7½%			
	(b) Tile biscuit, not covered by sub-paragraph (a) *ad val.*	25%	35%	50%	No change (Under new Item 240 (A) (1))		
	(c) Unglazed, not being tile biscuit and not covered by sub-paragraph (a) *ad val.*	25%	35%	50%			
	(d) Other . . . . . *ad val.*	25%	35%	50%			
	(6) Other] . . . . . per square yard or *ad val.* whichever rate returns the higher duty	2s. 3d. or 17½%	4s. 6d. or 35%	6s. 0d. or 47½%	No change (Under new Item 240 (A) (2))		
	(A) Tiles, flooring and wall, including mosaic, not covered by Item 118 (C):						
	(1) *Of ceramic materials, whether or not glazed or enamelled, including tile biscuit:*						
	(a) In sizes of less than 5 inches by 2 inches or its equivalent . . . . ad val.				Free	7½%	7½%
	(b) Tile biscuit, not covered by sub-paragraph (a) . . . . ad val.				25%	35%	50%
	(c) Unglazed, not being tile biscuit and not covered by sub-paragraph (a) . ad val.		No change		25%	35%	50%
	(d) Other . . . . . ad val.		(Under former Item 240 (A) (5))		25%	35%	50%
	(2) *N.e.i. . . . . per square yard or ad val. whichever rate returns the higher duty.*		No change (Under former Items 240 (A) (4) and (A) (6))		2s. 3d. or 17½%	4s. 6d. or 35%	6s. 0d. or 47½%
261	(A) [(1) Lithographic stones] . . . . . *ad val.*	Free	12½% Primage duty	12½%	Free	7½% (Under new Item 211 (C) (2))	7½%
	(1) *No paragraph.* *ad val.*	5%	10%	10%			
264	(C) Vinyl acetate [monomer] . . . . . per ton less *ad val.*	£45 15%	£45 —	£45 —	£57 15%	£57 —	£65 —
	[And, in addition, a temporary duty of . . . . . per ton provided that, in respect of such goods in direct transit to Australia on September 28, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.]	£17	£17	£17	—	—	—
289	[(A) Glycerine] . . . . . *ad val.*	Free	7½%	7½%	No change (Under new Item 289 (A) (1))		
	per ton less *ad val.*				£30	£30	£35
	(A) (1) Crude glycerine; glycerine lyes . . . . . ad val.		No change		17½% (Under new Item 289 (A) (2))	—	—
	(2) *Glycerine, not covered by paragraph (1) . . . . . per ton less ad val.*	Free *ad val.*	(Under former Item 289 (A)) 7½%	7½%	Free	7½%	7½%
303	(A) Wood, all articles made of, n.e.i., whether partly or wholly finished; bellows; wood sashes and wood frames, for windows; window screens; walking sticks; hods; mallets; rakes principally of wood; grain shovels principally of wood; mitre boxes; wood split pulleys; wood bungs; [wood type;] rules, n.e.i.; rulers, parallel rulers, set and T squares, and protractors, when partly or wholly of wood, except when imported in sets of drawing or mathematical instruments; washboards; knife boards . . . . . *ad val.*	22½%	(Under former Item 289 (A)) 47½%	47½%	£30 17½%	£30 —	£35 —
	ad val.	5%	Primage duty 10%	10%	No change (Under Item 303 (A) and new Item 211 (B))		
332	[(C) Floor coverings and floor and carriage mats of rubber] . . . . . *ad val.*	17½%	except wool presses. 37½%	37½%	25%	35%	50%
	(C) No sub-item. *ad val.*	5%	Primage duty 10%	10%	(Under new Item 118 (C) (3) (b))		
367	Artificial resins and plastic materials:						
	(B) Condensation polycondensation and polyaddition products, whether or not modified or polymerized and whether or not linear, of the unsaturated polyester type:						
	[(2) Sheets, strip and plates, tubes, rods, sticks and other profile shapes, whether or not printed, polished, embossed or otherwise surface worked, but not including material which has been further worked (e.g. drilled, milled, contour worked, edges bevelled, fittings attached):						
	(a) Flooring or wall tiles . . . . . per square yard or *ad val.* whichever rate returns the higher duty.	2s. 3d. or 17½%	4s. 6d. or 35%	6s. 0d. or 47½%	25% (Under new Item 118 (C) (3) (b))	35%	50%
	(b) Sheets, strip and plates, not covered by sub-paragraph (a) . . *ad val.*	22½%	40%	45%	No change (Under new Item 367 (B) (2) (a))		
	(c) N.e.i.] . . . . . *ad val.*	Free	7½%	7½%	No change (Under new Item 367 (B) (2) (b))		
	(2) *Sheets, strip and plates, tubes, rods, sticks and other profile shapes, whether or not printed, polished, embossed or otherwise surface worked, but not including material which has been further worked (e.g. drilled, milled, contour worked, edges bevelled, fittings attached), or goods covered by Item 118 (C):*						
	(a) Sheets, strip and plates . . . . . ad val.		No change		22½%	40%	45%
	(b) N.e.i. . . . . ad val.		(Under former Item 367 (B) (2) (b)) No change (Under former Item 367 (B) (2) (c))		Free	7½%	7½%
368	Artificial resins and plastic materials:						
	(A) Polymerization and copolymerization products of the vinyl and vinylidene types:						
	(2) Flexible sheets, strip, film, roll film and foil, whether or not printed, polished, embossed or otherwise surface worked, but not including: goods covered by *Item* 118 (*C*) *or* Item 255 (B) (1) material which has been further worked (e.g. edges hemmed, holes punched) expanded material: material supported by or laminated with or containing textile fabric (including glass fibre fabric) coated textile fabrics:						
	(a) Of vinylidene polymers and copolymers . . . . . *ad val.*	Free	7½%	7½%		No change	
	(b) Of vinyl chloride polymers and copolymers, not adhesive coated . *ad val.*	32½%	50%	55%		No change	
	And, in addition, temporary duties as follows . . . . . per lb.	9d.	9d.	9d.			
	And, for each 1d. or part thereof by which the f.o.b. price is less than 36d. per lb.	1d.	1d.	1d.			
	Provided that, in respect of such goods in direct transit to Australia on June 18, 1962, which are entered for home consumption on arrival, additional temporary duties shall not be payable.						
	(c) Other . . . . . *ad val.*	32½%	50%	55%		No change	
	(3) Plates, sheets and strips not covered by paragraph (2) and tubes, rods, sticks and other profile shapes, whether or not printed, polished, embossed or otherwise surface worked, but not including: goods covered by *Item* 118 (*C*) *or* 255 (B) (1) material which has been further worked (e.g. drilled, milled, contour worked, edges bevelled, fittings attached) coated textile fabrics:						
	[(a) (1) Flooring or wall tiles . . . . . per square yard or *ad val.* whichever rate returns the higher duty.	2s. 3d. or 17½%	4s. 6d. or 35%	6s. 0d. or 47½%	25% (Under new Item 118 (C) (3) (b))	35%	50%
	(2) Floor coverings with paper felt base, not being tiles . . *ad val.*	17½%	27½%	32½%	25% (Under new Item 118 (2) (b))	35%	50%

AUSTRALIA, continued

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
	(3) Floor coverings, other] . . . . . *ad val.*	17½%	32½%	32½%	25% (Under new Item 118 (C) (3) (b))	35%	50%
	(*a*) *No sub-paragraph.*						
	(b) Hose . . . . . *ad val.*	22½%	45% Primage duty	45%			
	ad val.	5%	10%	10%			
	(c) Of vinylidene polymers and copolymers, not covered by sub-paragraph [(a) or] (b):					No change	
	(1) Not supported by or laminated with or containing textile fabric (including glass fibre fabric) . . . . . *ad val.*	Free	7½%	7½%			
	(2) Other . . . . . *ad val.*	25%	40%	45%			
	(d) Plates, sheets and strips supported by or laminated with or containing textile fabric, whether or not printed, polished, embossed or otherwise surface worked, of vinyl chloride polymers and copolymers, having a value for duty not exceeding 7s. per square yard, [not covered by sub-paragraph (a)] and not having corrugated, castellated, sawtoothed or like cross sections . . . *ad val.*	25%	40%	45%			
	And, in addition, a temporary duty of . . . . . per square yard	7s. 0d.	7s. 0d.	7s. 0d.			
	less *ad val.*	100%	100%	100%			
	Provided that, in respect of such goods in direct transit to Australia on June 18, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.					No change	
	(e) Other . . . . . *ad val.*	25%	40%	45%			
	(B) Polymerization and copolymerization products of the styrene type:						
	[(2) Plates, sheets, strip, tubes, rods, sticks and other profile shapes, whether or not printed, polished, embossed or otherwise surface worked, but not including material which has been further worked (e.g. drilled, milled, contour worked, edges bevelled, fittings attached):						
	(a) Flooring or wall tiles . . . . . *ad val.*	17½%	35%	47½%	17½%	35%	47½%
	or per square yard	2s. 3d.	4s. 6d.	6s. 0d.	(Under new Item 118 (C) (3) (a))		
	whichever rate returns the higher duty.						
	(b) Other:						
	(1) Films and sheets, printed, polished, embossed or otherwise surface worked *ad val.*	Free	7½%	7½%		No change (Under new Item 368 (B) (2) (a))	
	(2) Other] . . . . . *ad val.*	7½%	20%	20%		No change (Under new Item 368 (B) (2) (b))	
	(2) *Plates, sheets, strip, tubes, rods, sticks and other profile shapes, whether or not printed, polished, embossed or otherwise surface worked, but not including material which has been further worked (e.g. drilled, milled, contour worked, edges bevelled, fittings attached), or goods covered by Item 118 (C):*						
	(*a*) *Films and sheets, printed, polished, embossed or otherwise surfaced worked* *ad val.*	No change (Under former Item 368 (B) (2) (b) (1))			Free	7½%	7½%
	(*b*) *Other* . . . . . *ad val.*	No change (Under former Item 368 (B) (2) (b) (2))			7½%	20%	20%
459	Textile goods, viz.: of silk or having a textile fibre content in chief part by weight of silk, not covered by Item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:						
	(C) Woven fabrics:						
	(3) Printed, not covered by paragraph (1) or (2) . . . . . per square yard	10½d.	1s. 3d.	1s. 5d.	1s. 7½d.	2s. 0d.	2s. 6d.
463	Textile goods, viz.: of flax or ramie or of flax and ramie or having a textile fibre content in chief part by weight of flax or ramie or of flax and ramie, not covered by Item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:						
	(C) Woven fabrics:						
	(5) Of flax or having a textile fibre content in chief part by weight of flax, not covered by paragraph (1), (3) or (4):						
	(a) Weighing more than 7 ounces per square yard, of plain, matt or twill weaves:						
	(2) Other . . . . . per lb.	2s. 0d.	2s. 0d.	2s. 0d.	*ad val.* 37½%	47½%	50%
	and *ad val.*	7½%	25%	25%	(Also, see new Item 486 (B) below)		
486	Textile goods, viz.:						
	(*A*) Gummed stay cloth . . . . . *ad val.*	10%	30% Primage duty	40%		No change	
	ad val.	5%	10%	10%			
	(*B*) *Prepared painting canvas of flax or having a textile fibre content in chief part by weight of flax* . . . . . *ad val.*	7½%	25%	25%	Free	7½%	7½%
	and per lb.	2s. 0d. (Under Item 463 (C) (5) (a) (2))	2s. 0d.	2s. 0d.			

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Tariff board inquiry

THE AUSTRALIAN MINISTER for Trade has referred to the Tariff Board for inquiry and report the question whether **phthalate plasticizers** classifiable under Tariff Item 280(V) should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961. Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* on November 30, 1962 (pages 1132/1133).

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **December 4.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E. 13948/63.

Tariff board inquiries

(1) THE AUSTRALIAN MINISTER for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **ginger, oil of ginger, oleoresin of ginger** (Tariff Items 11 (B), 54 (A), 56, and 287 (C)).

This reference has been made as a result of representations by local producers.

(2) The Australian Minister for Trade has also referred to the Tariff Board for inquiry and report the question whether **woven cotton tape** classifiable under Tariff Item 482 (B) (6) (c) should be

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff, Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961. Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* on November 30, 1962 (pages 1132/1133).

Details of the Tariff Items under which the goods mentioned in reference (1) above are dutiable are given below:

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
11	NON-SPIRITUOUS PREPARATIONS, viz.:			
	(B) Flavouring essences, including culinary essences and flavouring extracts; compounded flavouring esters and aldehydes; compounded fruit aromas			
	per lb.	2s. 9d.	4s. 3d.	5s.
	or *ad val.*	20%	35%	45%
	whichever rate returns the higher duty.		Primage Duty	
	ad val.	5%	10%	10%
54	(A) Fruits and vegetables, n.e.i., including ginger, n.e.i. (preserved in liquid, or partly preserved, or pulped):			
	(1) Quarter-pints and smaller sizes per dozen	11d.	1s. 9d.	1s. 9d.
	(2) Half-pints and over quarter-pints per dozen	1s. 10½d.	3s. 6d.	3s. 6d.
	(3) Pints and over half-pints per dozen	3s. 9d.	7s.	7s.
	(4) Quarts and over pints . per dozen	7s. 6d.	14s.	14s.
	(5) Exceeding a quart . per gallon	2s. 3d.	4s. 3d.	4s. 3d.
	(6) When preserved in spirituous liquid, additional duty to be paid on the liquid . . . . per gallon	£1 10s. 0d.	£1 11s. 0d.	£1 11s. 0d.
56	GINGER, viz.:			
	(A) Green . . . . per lb.	1½d.	1½d.	1½d.
	and *ad val.*	—	12½%	12½%
	(B) Ground . . . per lb.	11d.	1s.	1s.
	(C) Preserved (not in liquid) . per lb.	9d.	9d.	9d.
	(D) In brine or syrup, in vessels exceeding a quart, including the weight of the liquid . . . . per lb.	9d.	9d.	9d.
	(E) Dry, unground:			
	(1) As prescribed by Departmental By-laws . . . *ad val.*	Free	12½%	12½%
	(2) Other . . . per lb.	11d.	11d.	11d.
	and *ad val.*	—	12½%	12½%
287	ESSENTIAL OILS, non-spirituous:			
	(C) N.e.i. . . . . *ad val.*	Free	12½%	12½%

These matters have been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **November 29.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 13657/63 and (2) C.R.E. 13668/63.

Revision of customs by-laws

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUMS and parts therefor, as follows, viz.:		
Drums, other than bass, bongo, side, snare and tom-tom types	363 (G) (3) (a)	Free
Heads, drum, of plastic, whether or not mounted on hoops		
WOVEN TEXTILE FABRICS having a textile fibre content in chief part by weight of silk, otherwise classifiable under Tariff Item 459 (C) (5) (a):		
being fabrics woven in widths not exceeding 26 inches or being multi-coloured woven fabrics, and not being interlining or tubular tie fabrics, for use in the manufacture of neckties, under security	459 (C) (1) (b)	Free

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL:		
Switches, viz.:		
Trigger, and parts therefor, for portable hand tools	179 (B) (7)	22½% *ad val.*
PAPER AND PAPERBOARD in rolls or sheets, otherwise classifiable under Tariff Item 335 or 336 viz.:		
Greaseproof, the bursting strength of which, when ascertained by means of Ashcroft's or other paper testing apparatus approved by the Minister, indicates a strength ratio of the dry, as compared with the wet, of not more than 10:1	335 (C) (3) 335 (E) (3) and 336 (E) (5)	Various
PIPES AND TUBES (non-metallic) for use for electrical insulating purposes, under security and of the following composition:		
Micanite	249 (B)	12½% *ad val.*
VEHICLE PARTS other than roller and ball bearings imported separately, whether imported separately or otherwise than when incorporated in goods covered by Tariff Item 360 (D), for use as original equipment in the assembly or manufacture of vehicles of the types covered by Tariff Item 360 (D), as follows:		
Propeller shaft assemblies of the needle roller type, including shaft assemblies, yoke assemblies, spider assemblies (universal joint), bearing assemblies (universal joint), rings (universal joint bearing retainer) and shields (universal joint), when commercially usable on vehicles of less than 22,400 lb. gross vehicle weight, and parts therefor	359 (D) (4)	27½% *ad val.*

Decisions on tariff classifications

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
SOAP:		
Shaving (sticks) in fancy boxes, the bases of which are threaded to allow refills of the shaving soap to be screwed therein – On the whole	94 (A) (1)	4d. per lb. or 10% *ad val.* whichever rate returns the higher duty.
Unmilled, imported in forms indicating use as toilet soap		

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Parts Orders

THE REVISED AUSTRALIAN Parts Order No. 1, published in the *Board of Trade Journal* of October 6, 1961 (page 753), is amended as follows:

Parts Order No. 52

1. The Order may be cited as Parts Order No. 52.
2. This Order shall take effect from October 31, 1963.
3. The First, Second and Third Columns of the Table to paragraph 5 of Parts Order No. 1 are further amended as follows:

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
By deleting:		
Yokes, deflection, television, covered by Item 181 (K) (1).	*Pro rata*	Parts not being excluded parts.

INDONESIA

Commercial inquiries from UK firms

OWING to the destruction of the British Embassy in Djakarta when a large part of their records was destroyed, it is unlikely that the Commercial Department will be able to operate normally for some

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time. In these circumstances firms seeking commercial information about this market are requested to approach the Board of Trade, Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2197/2619) in the first instance rather than write direct to the Commercial Department in Djakarta.

MALAYSIA (FEDERATION OF MALAYA)

Pioneer Industries Ordinance 1958

THE BOARD OF TRADE have been informed by cable that the Government of the Federation of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before December 7, 1963 it is proposed to declare the following industry and product to be a Pioneer Industry and a Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance 1958:

Industries	Products
Ceramic	Sanitary ware

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the product mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 1236/4/G.

SARAWAK

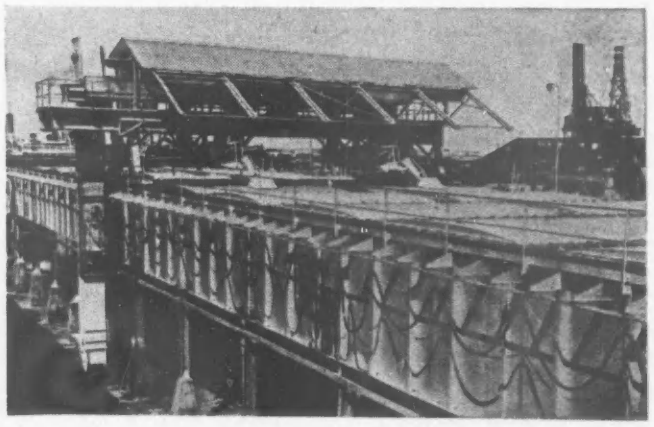
Pioneer Industries Ordinance

THE BOARD OF TRADE have received from Sarawak a copy of the Pioneer Industries (Encouragement) (Metal Products) Order, 1963, which declares that:

(a) the manufacture in Sarawak of metal products is a Pioneer industry; and
(b) nails, screw nails, and metal windows manufactured in Sarawak are pioneer products.

Further inquiries about the Pioneer Industries legislation should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 582/2/G.

World's largest box-type gas purifier



Whesso Ltd., Darlington, have recently completed what is thought to be the world's largest box type gas purifier for the Gas and Fuel Corporation of Victoria, West Melbourne Gas Works, Australia. The order was valued at over £A200,000. The purifiers were designed in Darlington and specialist equipment was supplied from the United Kingdom. All steel work was obtained in Australia by the firm's agents Norman J. Hurll & Co. (Victoria) Pty. Ltd., who also handled the erection of the plant.

FEDERAL REPUBLIC OF CAMEROON

Import and export duties

FOLLOWING upon the union of East and West Cameroon certain fiscal measures have now been put into effect, and an outline of these is given below:

Bananas: The rate of customs duties payable upon the exportation of bananas from the Federated State of West Cameroon is reduced by 50 per cent for the period October 1, 1963, to June 30, 1964, inclusive.

Business transaction tax: The business transaction tax in force in East Cameroon is now applicable in West Cameroon. This tax is payable by any individual or corporate body carrying out taxable transactions, and is levied at the rate of 4 per cent of the CIF value on and at the time of customs clearance, increased by any customs charges borne by the goods (including warehouse charges). The rate of 4 per cent is not cumulative.

Customs tariff amendments: The tables below give details of new rates of import and export duties now brought into force.

Import duties

Stockfish and other fish: fresh (alive or dead), salted, pickled, dried, smoked, preserved, etc.	10%
Petrol for motor vehicles excepting aircraft	12·5 fr. per litre
Private cars	20%
Coffees of all kind	15%
Teas of all kind	30%
Alcoholized perfumes	25%
Non-alcoholized perfumes	25%
Bicycles and other velocipedes with or without motor	20%
Sugar	5%
Jewellery, fancy jewellery, jewellery articles and those parts thereof consisting of precious metals or plated metal or cased in precious metals	35%
Meat and offal of all kinds, fresh, dried, salted, smoked, pickled or preserved, etc.	20%
Eggs and egg yolks, fresh, preserved, dried, etc.	15%
Fruit: fresh, dried, preserved, etc.	10%
Poultry: alive or dead, preserved, etc. (cocks, hens, ducks, chickens, etc.)	15%
Rabbits and other domestic animals, alive or dead, etc.	15%
Poultry, rabbit and other domestic animal offal: fresh, dried, smoked, salted, pickled, preserved, etc.	15%
Vegetables: potatoes, other vegetables and fresh, dried or preserved plants, etc.	10%

Export Duties

Live stock	£3 (2,100 fr.) per head
Raw hides	10%

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of September 27, published a decree to the effect that the following amendments to the Customs tariff were to come into effect from October 2:

Tariff Number	Description	Tariff	
		General	Working
22-05-A	Wines (other than liqueur wines and the like and sparkling wines) obtained exclusively from the fermentation of fresh grapes or the juice of fresh grapes:		
	1. Of a classification whose origin conforms to the requirements of the law in force, presented in bottles, flasks, or jugs and containing the equivalent of 5 litres or less	150	40
	2. Other	150	100
22-09 B	Spirits – Brandy:		
	(a) Natural Wine or grape juice brandy	150	40
	(b) Others	150	100

Inquiries regarding this announcement should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

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FEDERATION OF RHODESIA AND NYASALAND

Drawback of customs duties after dissolution

THE BOARD OF TRADE has been advised that arrangements have been made by the Southern Rhodesia Treasury for the refund of import duty on all goods re-exported from Southern Rhodesia to either Northern Rhodesia or Nyasaland after the dissolution of the Federation.

It is understood that refund of duty wil be made irrespective of the date of the original importation of the goods.

Application for increased duty

THE BRITISH TRADE COMMISSIONER at Salisbury reports that an application has been received by the Ministry of Commerce and Industry for increases in the Customs Duties applicable to the following commodities.

Britain pays the Column D rate of duty.

Tariff Item	Commodity	Rates of Duty			
		A	B	C	D
77 (2)	*Present wording and duties:*				
	Pillows, cushions and similar articles; and mattresses . . *ad val.*	40%	30%	30%	20%
	Proposed wording and duties:				
	Pillows, cushions and similar articles; and mattresses:				
	(a) Of latex foam rubber or foam plastic; pliable . . *ad val.*	40%	30%	30%	20%
	or per lb.	3s.	2s.	2s.	2s.
	less *ad val.*	—	—	—	10%
		whichever duty shall be the greater.			
	(b) Other . . . *ad val.*	40%	30%	30%	20%
259 (2)	*Present wording and duties:*				
	Rubber manufactures, n.e.e. *ad val.*	30%	22½%	20%	10%
	Proposed wording and duties:				
	Rubber manufactures, n.e.e.:				
	(a) Pliable latex foam rubber, in the piece, in the length, or in block form . . . *ad val.*	40%	32½%	30%	20%
	or per lb.	3s.	2s.	2s.	2s.
	less *ad val.*	—	—	2½%	12½%
		whichever duty shall be the greater.			
	(b) Other . . . *ad val.*	30%	22½%	20%	10%
72 (3)	*Present wording and duties:*				
	Plastic sheeting and strip, pliable; in the piece or in the length . *ad val.*	40%	20%	20%	5%
	Proposed wording and duties:				
	Plastic sheeting and strip, pliable: in the piece or in the length; and pliable foam plastic in block form:				
	(a) Pliable foam plastic in the piece, in the length or in block form *ad val.*	50%	30%	30%	15%
	or per lb.	5s.	3s.	3s.	3s.
	less *ad val.*	—	—	—	15%
		whichever duty shall be the greater.			
	(b) Other . . . *ad val.*	40%	20%	20%	5%

Where British Trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization, should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference CRE 13638/63.

FRANCE

Modification to customs tariff

THE FRENCH *Journal Officiel* of October 31 announced the following temporary reductions in the Customs duty on imports of oranges:

Tariff No.	Description	Reduced Rate of Duty Per cent
08-02	Citrus fruit, fresh or dried:	
	A. Oranges:	
	I. From April 1 to October 15:	
	a. From April 1 to June 14 inclusive . . .	15 up to and including June 14, 1964.
	II. From October 16 to March 31:	
	a. From October 16 to March 14 inclusive . .	20 up to and including March 14, 1964.
	b. From March 15 to 31 inclusive	20 up to and including March 31, 1964.
	B. Mandarins and clementines:	
	I. Mandarins	20 up to and including June 14, 1964.
	II. Clementines . . .	20 up to and including June 14, 1964.

Liberalization of imports

THE FRENCH *Journal Officiel* of October 31, announced that the following items should be deleted from the list of goods subject to quantitative restrictions when originating in and imported from the member countries of the former Organization for European Economic Co-operation, the United States and Canada.

Tariff No.	Description
ex 08-02	Citrus fruit, fresh or dried: Ex A. Oranges: Ex I. From April 1 to October 15. a. From April 1 to June 14 inclusive. e. From October 1 to 15 inclusive. II. From October 16 to March 31 inclusive.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

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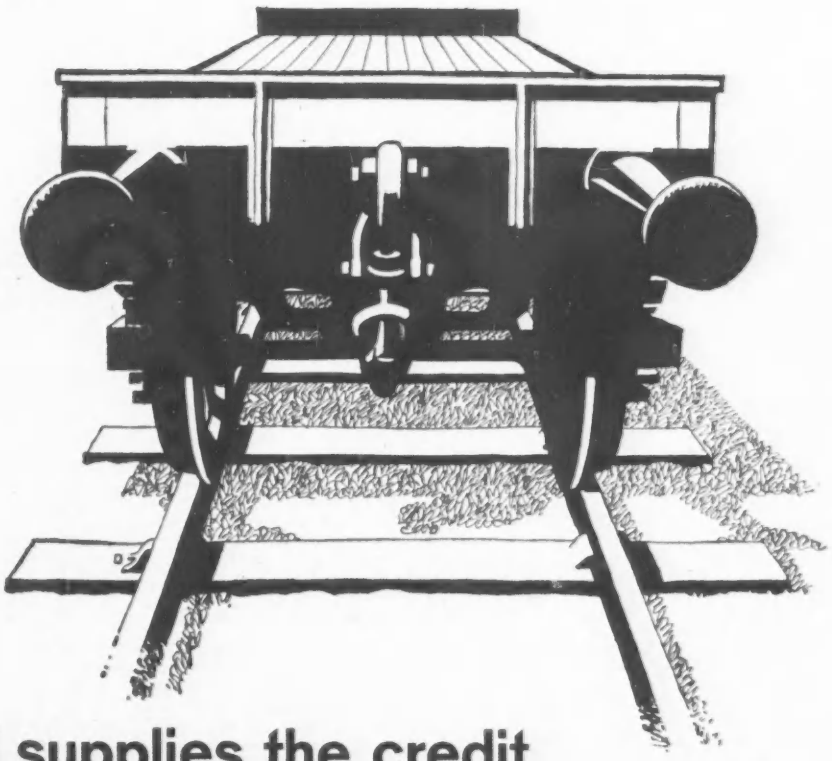

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FRANCE, continued

Imports of goods free of quantitative restrictions

THE FRENCH *Journal Officiel* of November 5, announced that the following goods may be imported free of quantitative restrictions from the countries of the former Organisation for European Economic Co-operation (except the countries of the European Economic Community), the United States and Canada, during the fourth quarter of 1963 and the first quarter of 1964.

Tariff No.	Description
08-05 B	Walnuts.
08-12 B	Dried peaches, including nectarines.
08-12 D	Dried apples and pears.
15-07 B I a	Castor oil.
16-02 B ex I	Prepared and preserved meat of game and rabbit.
17-04 B	Chewing gum.
20-03	Fruit preserved by freezing, containing added sugar.
20-07 B ex IV	Pear juice.
20-07 B ex VI	Apricot juice. (1)

(1) This item is liberalized for countries of the former OEEC.

Quotas for imports of goods duty free

THE FRENCH *Journal Officiel* of November 1, published the following modifications to the duty free quota for wood pulp imported between January 1 and December 31, 1963. A notice about this quota was previously published in the *Journal Officiel* of December 30, 1962, and in the *Board of Trade Journal* of January 18, 1963.

Tariff No.	Description	Amount of Quota (Net weight)
47-01 A	Wood pulp derived by mechanical or chemical means.	15,000 metric tons of pulp of 90% dryness.
47-01 B I a	Wood pulp chemically treated by the sulphate or soda processes, unbleached.	210,000 metric tons of pulp of 90% dryness.

The French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

IRISH REPUBLIC

Customs entry forms

THE IRISH Republic Revenue Commissioners have made the following announcement:

'Customs and Excise

REVISED FORMS OF CUSTOMS ENTRY

Importers and their agents are advised that the Revenue Commissioners have prescribed new forms of Customs Entry for dutiable and free goods imported for home use. On and after November 1, 1963, entry for imported goods should be made on the new forms, supplies of which may be obtained from the Government Publications Sale Office, G.P.O. Arcade, Henry Street, Dublin, 1.'

(*Continued in next column*)

IRISH REPUBLIC

Importation of meat and meat products

THE MINISTER FOR AGRICULTURE in the Irish Republic has made an Order entitled the Importation of Meat and Animal Products Order, 1963, under the Diseases of Animals Act, 1894 and the Agriculture Act, 1931. The effect of the Order which came into operation on November 1, is to prohibit (with the exceptions listed below) the importation of meat, meat offals or meat extract, or any product containing meat, meat offals or meat extract, whether uncooked, cooked or processed.

This Order does not apply to :

(i) rendered fats, processed animal oils, rennet and bone charcoal;

(ii) any meat, meat offals or meat extract, or any product containing meat offals or meat extract :

(a) which is imported in an airtight container;

(b) which was produced in a country mentioned in the First Schedule below;

(c) as respects which a certificate of the type described in the Second Schedule below, is furnished to the proper officer of customs and excise at the time of importation.

First Schedule

Austria
Australia
Belgium
Canada
Channel Islands
Denmark
Federal Republic of Germany
France
Great Britain
Iceland
Isle of Man
Italy
Luxembourg
New Zealand
Netherlands
Northern Ireland
Norway
Sweden
Switzerland
United States of America

Second Schedule

A certificate issued by the Government of the country in which the article was produced and signed by an officer of that Government, to the effect that :

(i) all the articles in the consignment have been prepared in premises approved for that purpose by that Government,

(ii) all the articles have been effectively sterilized by means of a heat treatment, and

(iii) effective measures have been taken to prevent any subsequent contamination of the articles or their containers.

Bahrein telex service

THE GENERAL POST OFFICE announce that a telex service between this country and Bahrein was opened on November 7. The hours of service are:

Monday-Saturday . . . . . 6.0 a.m. to 10.0 p.m.
Sunday . . . . . 6.0 a.m. to 3.0 p.m.

The service will be operated over two direct radio channels, London-Bahrein.

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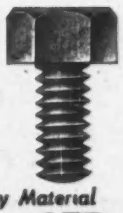

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	13 Sept. 1963
– final (Q)	11 Oct. 1963
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	1 Nov. 1963
Catering trades turnover (M)	This week
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	1 Nov. 1963
New companies registered (M)	27 Sept. 1963
Engineering and electrical goods:	
Production, exports and orders (M)	25 Oct. 1963
Deliveries of certain products (Q)	27 Sept. 1963
Film industry:	
British film fund agency returns (M)	1 Nov. 1963
Cinema admissions and takings (M)	25 Oct. 1963
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	8 Nov. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	25 Oct. 1963
Foreign trade of the U.K.:	
Trade by air (6-M)	This week
Unit value and volume index nos. (M)	8 Nov. 1963
Value of overseas trade (M)	1 Nov. 1963
Gold and dollar reserves (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Sept. 1963
Business (M)	8 Nov. 1963
Industrial building:	
Provisional figures (Q)	18 Oct. 1963
Industrial production:	
Census, first results (A)	14 Dec. 1962
Index nos. (M)	25 Oct. 1963
N. Ireland index (M)	25 Oct. 1963
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	18 Oct. 1963
Investments and earnings overseas (A)	This week
Passenger movement to and from U.K. (Q)	27 Sept. 1963
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	26 July 1963
Retail prices index (M)	25 Oct. 1963
Retail trade:	
Index nos. (M)	8 Nov. 1963
N. Ireland index (M)	25 Oct. 1963
Shipping movement at U.K. ports (Q)	13 Sept. 1963
Stocks:	
Manufacturers and distributors (Q)	11 Oct. 1963
Retail (M)	18 Oct. 1963
Textiles:	
Clothing and textiles orders and deliveries (M)	This week
Man-made fibres production (M)	1 Nov. 1963
Wholesale houses sales (M)	This week
Wool and cotton output (M)	This week
Tourist traffic (M)	25 Oct. 1963
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	11 Oct. 1963
Board of Trade Departments	3 Aug. 1963
Board of Trade Regional Organization	This week
ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	1 Nov 1963
U.S. Consular Offices in the U.K.	21 July 1961

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